

Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

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M. A. M. A. ENDS FALL SESSION IN MONTREAL

Consolidation With A. E. A. Proposed—Negotiations Started

Special to the Automotive Daily News
MONTREAL, Oct. 10.—The fall convention of the Motor and Accessory Manufacturers' Association concluded late yesterday afternoon, but many of the members have remained over till today to enjoy a game of golf as guests of the Montreal Automotive Jobbers' Association.

In one of the most interesting addresses of the convention, Royal T. McKenna, general counsel of the M. A. M. A., discussed yesterday morning the United States arbitration act and its application. Mr. McKenna, who is thoroughly familiar with Federal practice, having resided in Washington for some years as an attorney for the Interstate Commerce Commission, was particularly interesting.

He said that prior to five years ago it was a very difficult matter to procure a law which would be recognized by the courts, but the wisdom of such enactment having been brought forcibly before the bar associations of many states, such a statute had been enacted by Congress providing for compulsory arbitration where the amount in controversy was not under \$3,000.

In its application to the automotive industry, Mr. McKenna was of opinion that it would prove as productive of speed in the settlement of disputes with its lessening of bad feeling among those concerned as it was proving in that of the lumber business, where contracts universally carried the arbitration clause.

T. M. Simpson, secretary of the Continental Motors Corporation, gave an interesting address on the analysis of risk at the morning session of the convention. The speaker declared that the most important thing about a risk was the question of management as conducted in the prospective customers' business, this embracing his attitude toward business, his conservatism in business, his honesty, experience, ability, capital, etc. Mr. Simpson was particularly interesting in his remarks on the subjects of inventories and the

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Canadian Ford Gain \$2,413,139 Net Over 1924

Special from A. D. N. Detroit Bureau
Detroit, Oct. 10.—The Ford Motor Company of Canada, Ltd., Ford, Ont., reports net profits of \$6,137,327 for the fiscal year ended July 3, 1925. This is an increase of \$2,413,139 over the profits of the previous fiscal year, according to the annual report just issued by the company.

This is equivalent to \$87.60 a share.

The company produced 70,816 motor cars and 4,543 tractors, against 79,807 motor cars and 3,785 tractors produced the year before. As of July 3, 1925, the company had cash and bonds on hand totaling \$6,525,615, and accounts receivable totaling \$2,095,025. Inventory was \$4,670,569, and total assets \$4,141,933.

Among the liabilities, accounts payable totaled \$3,252,038 and surplus was \$24,001,213. The reserve fund totaled \$7,167,083. The annual meeting of the shareholders will be held the last Monday in October.

VAST AUTO SALES AT LONDON SHOW

London, Oct. 10.—Within half an hour of the opening of Europe's biggest automobile show at Olympia, between \$75,000,000 and \$100,000,000 worth of contracts were signed, a record in the British motor world.

One firm placed an order for 10,000 cars while another signed for 7,000 within 10 minutes of the opening of the exhibit. Not since 1919 has there been such a flurry of sales as are marking the Olympia show.

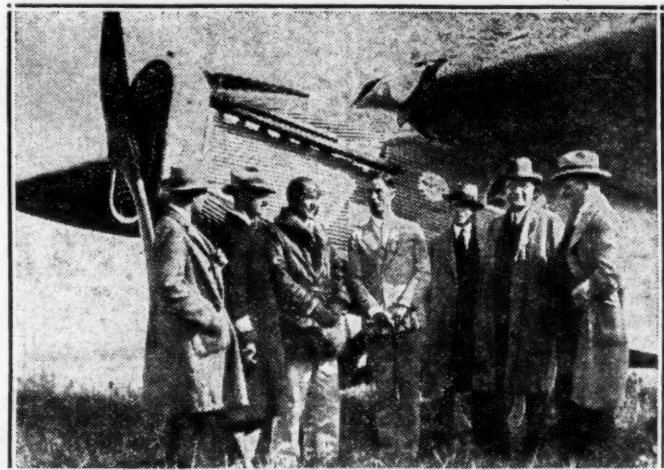
All told there are fully \$2,500,000 worth of cars on display.

The prevailing mood seems to be for brighter models—colored hoods being the vogue in place of the conventional drab browns and blacks. Closed cars appear to be the most popular, with the demand keen for high speed.

Hudson in Heavy October Output

Detroit, Oct. 10.—Hudson Motors produced 27,600 cars in September and is working on an actual schedule of between 22,000 and 23,000. Officials say that this will be the biggest October in the company's history.

TO BE SOLD "OVER THE COUNTER"—First Ford airplane consigned to John Wanamaker's store in New York, which will handle latest Ford product. In picture below, left to right, A. B. Austin, Eastern advertising manager of Lincoln Company; W. B. Stout, designer; Leroy Manning, pilot; Edward Mitchell, W. G. Gash, Gash-Stull Company; Metzendorf Lincoln, road manager, and Major George Robertson, Eastern Lincoln manager.



International Newsreel Photo.

CALL FOR AUTOS CONTINUES FIRM

Special from A. D. N. Washington Bureau
Washington, D. C., Oct. 10.—New models and lower prices generally announced by automobile manufacturers in recent months have proved popular and the consumer demand for cars continues active, the October survey of the Federal Reserve Board indicates.

Owing to the delay in the introduction of new models by certain plants, the total output has been considerably reduced. However, production of passenger cars in the United States in August totaled 241,326, as compared with 347,365 in July. The August total was practically the same as that for June, 1924, the low point of last year. The decrease in the output of trucks was slight, from 39,968 in July to 36,207 in August.

Shipments by manufacturers to dealers in August, according to statistics reported by manufacturers to the Chicago Federal Reserve Bank, were reduced about 60 per cent., as compared with July. Dealers sales to users declined only about 20 per cent. and were nearly double their receipts from manufacturers. Figures reported by dealers to the Chicago bank indicated increases in sales by wholesalers, but decreases in retail sales.

Dealers' stocks were substantially reduced. Further price reductions were announced during August and September, and most manufacturers in recent months have either reduced prices or placed improved models on the market.

Shipments of automobile tires and tubes declined considerably in August, and were the smallest for any month since early in the year. Production was well maintained and manufacturers' stocks, which had diminished rapidly since March, until at the end of July they equaled little more than a month's supply, increased somewhat.

Crude rubber prices, which declined sharply the first two weeks of August, falling to as low as 74

To Jump Oakland Output 80 P. C.

Special from A. D. N. Detroit Bureau
Detroit, Oct. 10.—Announcement is made by A. R. Glancy, general manager of the Oakland Motor Car Company, that the October output at the Oakland factory is being increased more than 80 per cent. over the preceding month.

"This increase is doubly significant," says Mr. Glancy, "because our September production was the highest of any month this year, exceeding the best previous month by 33 1-3 per cent."

"Since the first week in October, the Pontiac unit of the Fisher Body Corporation has been devoted exclusively to production of Oakland bodies."

KISSELL ANNOUNCES SECOND PRICE SLASH

Hartford, Wis., Oct. 10.—The second price cut since July 1 was announced today by the Kissel Motor Car Company, of this city. On July 1 a general price reduction on all models was announced and on October 12 a further reduction became effective on the 6 and 8-cylinder 5-passenger brougham. The Six has been reduced \$200 since the first of the year, now being listed at \$1,695. A similar cut on the Eight lists it at \$2,095. Both prices are f. o. b. Hartford.

Kissel also announced the addition of three new features on all models, including a newly designed dual oil purifying system, air cleaner and gasoline purifier, at no extra cost.

It is reported that the Kissel factories at Hartford are running on an increased production schedule and sales for the first nine months of this year are 305 per cent. greater than during the corresponding period last year.

cents a pound, have advanced again, and on September 18 were quoted at 96 cents a pound. Crude rubber imports in August totaled 74,844,042 pounds, little more than in June and July, but considerably above the figures for August of any recent year.

DRAWINGS FOR NATIONAL SHOWS HELD BY N.A.C.C.

Space Allotted for Displays—Excise Tax Discussed

NEW YORK CITY, Oct. 10.—American manufacturers of motor vehicles gathered here Thursday for the annual fall meeting of the National Automobile Chamber of Commerce. The prime subject up for discussion was the export field in all its phases, but the members of the association paused long enough before plunging into the business in hand, to register a unanimous plea for the repeal of the excise taxes on motor vehicles and equipment.

At the conclusion of the export session, which consumed the entire morning, the drawing for space at the New York and Chicago national shows was held, with space allotments resulting, as shown on the diagrams presented in this issue.

Removal of the excise taxes was strongly advocated by Col. Clifton and by George Graham of the taxation committee. A unanimous vote

(Continued on Page 10)

SPACE ALLOTMENT

Floor diagrams showing the allotments of space at the New York National Automobile Show will be found on Page 10 of this issue. The Chicago show space diagram will be run in Tuesday's issue.

Output of New Hupp, 100 Daily

Special from A. D. N. Detroit Bureau
Detroit, Mich., Oct. 10.—Production of the new Hupmobile Six is already approximating 100 cars a day, although the car has not been announced to the consumer public, Charles D. Hastings, president and general manager of the Hupp Motor Car Corporation, said today.

"As of October 5, we had received orders from points throughout the country aggregating more than 5,000 cars," he declared. Official announcement of the new Six is anticipated in the immediate future. Shipments to distributors are already being made."

FLINT EXECUTIVE IS VISITING WESTERN MEN

Oakland, Cal., Oct. 10.—Norman Devaux and C. M. Steves, prominent Pacific coast automobile executives, are leaving here today for Los Angeles to meet R. H. Mulch, vice-president and general manager of the Flint Motor Company, who will arrive in the Southern California city Sunday. R. C. (Cliff) Durant, son of W. C. Durant, will meet the Flint executive on arrival and a general conference will be held to discuss Flint plans for the coming year.

Mulch will visit this city, returning with De Vaux and Steves after concluding their business in the south.

FEATURES IN AUTOMOTIVE DAILY NEWS

All the news of the automotive industry every day.

Accurate manufacturing and merchandizing reviews of national scope, covering new and used cars, tractors, buses, trucks, tires, accessories and replacement parts, daily.

Complete automotive financial news and stock reports daily. Current commodity prices, Page 5, daily. Consolidated automotive stock report for week, Page 5, Tuesday.

Calendar of automotive events, Page 4, daily except Monday.

New passenger car registrations throughout the country, compiled for the week and month, Pages 6 and 7, every Thursday.

New commercial car registrations throughout the country compiled for the week and month, Page 6, every Friday.

Current prices of all passenger car models, Page 10, Tuesday and Thursday.

Cartoon of our industry's leaders by Kessler, Page 4, Monday, Wednesday and Friday.

"The Observer," a column of pertinent automotive interest, Page 4, Monday, Wednesday and Friday.

"Sales Scents," a column of automotive merchandizing, Page 4, Tuesday and Thursday.

"Out on the Coast," a column by John Wetmore, Page 12, Tuesday and Thursday.

"Advertising," a column of profitable automotive publicity methods, Page 10, Tuesday and Thursday.

"Our Foreign Field," by John D. Long, Page 12, Monday, Wednesday and Friday.

A tabloid review of the week's automotive events, Page 4, Monday.

AMERICAN CARS IN BIG DEMAND AT NEW PRICES

Department of Commerce Finds World Market Seeks U. S. Makes

Special from A. D. N. Washington Bureau

WASHINGTON, D. C., Oct. 8.—Prices of virtually all American automobiles on sale in Rio De Janeiro have been reduced, according to cable advices received today from Brazil by Irving H. Taylor, acting chief of the automotive division of the Department of Commerce.

These price reductions have been made possible because of the lowering of prices by the factories and through the improvement of money rates.

While it would be assumed ordinarily that lower prices would result in increased sales, this was not the case during the past month. Due to the rapidly improving exchange which resulted in the price cut, sales of automobiles declined considerably due to the tendency of buyers to await further reductions in price. The reductions effected recently have varied from 5 to 20 per cent.

The automotive demand for low priced cars has declined considerably while other models show signs of improved sales.

Imports of automobiles into the port of Santos during 1924 totaled 21,774, of which 21,155 came from the United States.

A marked improvement in Austria in the sale of passenger cars and motorcycles, with continued sales of trucks, is shown during the first half of 1925, as compared with the last six months of 1924. Total registration for Austria as of July 1 numbered 10,946 passenger cars, 5,618 trucks and 13,860 motorcycles.

The Dominican Republic, as an important future market for motor vehicles of American manufacture, has received increased attention during the past four years, during which time a number of excellent motor highways between ports and interior cities have been opened. There has been a steady increase in the number of cars and trucks imported into this district which in 1924 amounted to 704 cars and 112 trucks.

Contrary to the usual seasonal trends, Egypt passenger car imports and sales reached record peaks instead of the usual falling off of the July-September quarter. Imports of motor vehicles and chassis for the first six months number 2,431 as compared with 1,285 to the corresponding period of 1924.

Registration of motor vehicles in Finland as of July 31, were as follows: 7,345 cars, 3,692 trucks.

The French production of automobiles has been well maintained during the summer, and it is estimated that the year's production will amount to 180,000 cars, or approximately 25 per cent. more than the production of last year.

August imports by India number 843 automobiles, 360 trucks and 109 cycles.

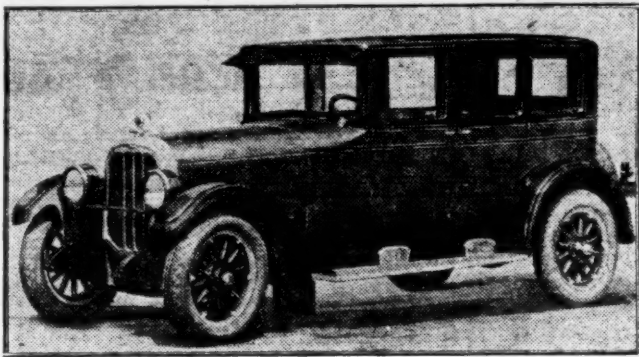
A group of Italian manufacturers is arranging a contract for the furnishing of agricultural equipment, automobiles and textiles to the value of \$3,000,000 to the Russian government.

Automobile manufacturers in the Milan district report a satisfactory volume of business, with a good outlook for the future. The Alfa Romeo Company will be ready to present a new model six-cylinder car of one and one-half liters displacement next February.

Imports for the first seven months of the present year number 371, of which 298 were of American makes.

Sales in all classes of automobiles and trucks continue very good in Chile, with accessories greatly improved.

NEW CHANDLER TWENTIETH CENTURY SEDAN, included in the new models displayed yesterday for the first time. This four-door sedan is priced at \$1,490, a reduction of \$505 under the former price of the four-door sedan.



TOLEDO PLANTS INCREASING HELP

Toledo, O., Oct. 10.—Automotive plants here are continuing to add men to their working forces. The Willys-Overland now has more than 13,000 at work. Census of 51 plants here shows an increase of 325 over the previous week and a total of 27,361 employees now at work, compared to 16,529 at this time last year.

Iron and steel industries, including malleable castings manufacturers, are increasing working forces. Several of the subsidiary plants in the automotive line are showing increased business. Notable among these is the Electric Auto Lite Company and the Mather Spring Company.

The Wearley Obee Company was today named distributor for the Packard car in Toledo territory succeeding the Lutz-Griffith Company, which has relinquished the franchise. The new company has been in used car business for several years. It will take over the agency at 1511-19 Madison Ave., for the Packard home. Lawrence W. Obee and O. D. Wearley are principals in the partnership.

GENERAL TIRE MEN MEET AT AKRON, O., TODAY

Akron, O., Oct. 10.—The annual Akron district convention of General Tire distributors is to be held at the new convention hall at the General Tire and Rubber Company factory here Monday and Tuesday. This Akron convention is the third of the series of the General distributor meetings which are held in all sections of the country each year, the first having been held at Atlantic City on October 1 and 2 and the second in Atlanta on October 8 and 9. All General tire distributors within a radius of 500 miles of Akron will be present. Speakers will be W. O'Neill, president of the company; T. F. O'Neill, secretary; W. E. Fouse, vice-president; A. L. Stiller, advertising manager; S. S. Poor, sales manager; H. F. Smith, Western sales manager.

DETROIT EMPLOYMENT CLIMBS STILL HIGHER

Detroit, Oct. 10.—Industrial employment in this city for the week ended October 6 showed a total of 260,316, a gain of 2,422 over the previous week, according to the report of the Employers' Association. This represents two-thirds of the city's industrial employment, and includes the larger automobile factories. The total of this week is 64,400 over the same period of one year ago. This week's total makes another high-water mark in employment.

ELCAR BRAKES CHANGED TO LOCKHEED HYDRAULIC

Elkhart, Ind., Oct. 10.—The latest improvement to be made in the Elcar is in changing the brakes on the six-cylinder line to the Lockheed hydraulic type, which is now being installed on all six-cylinder models and can be installed on four-cylinder models when specified at \$40 list extra.

R. R. Builds Big Bus Terminal

Minneapolis, Oct. 10.—Great Northern Railroad today let contract for \$100,000 bus terminal here. It will be the first such terminal built by a railroad in the Northwest. H. F. Hamilton, assistant chief engineer, announced. E. G. Evensta, Minneapolis contractor, got the award. Work begins next week and is to be completed in ninety days.

The building will be 160 by 230 by 288 feet and will house the great bus fleet of Northland Transportation Company, parent of \$2,500,000 merger of several lines, and other buses owned by Great Northern. This terminal is separate from joint passenger bus terminal where runs terminate for passengers.

St. Paul, Minn., Oct. 10.—The largest single bus operation yet granted in Minnesota today was given to the Northland Transportation Company, subsidiary of the Great Northern Railway Company. Passenger and parcels service covering Minnesota from St. Paul north as far as Port Arthur, Canada, was authorized by the State Railroad and Warehouse Commission. The company will operate fifty-three buses over the following routes:—

St. Paul to Duluth, St. Paul to Taylors Falls, Duluth to Virginia, Duluth to Brainerd, Duluth to Port Arthur, Canada; Virginia to Ely.

CALL SALES CONGRESS IN CAPITAL, OCT. 22

Washington, D. C., Oct. 10.—Improvement in sales methods in the automobile business will be discussed by nationally recognized authorities at a session of the National Automobile Sales Congress here October 22. The meeting has been arranged under the auspices of the Washington Automotive Trade Association.

Discussions of the outstanding problems of the automobile dealer will be grouped under the three topics, management, market analysis and handling of used cars. Dealers will be urged to exercise economy and assure themselves a fair profit.

AUBURN FINDS DEMAND FOR NEW EIGHT HEAVY

Auburn, Ind., Oct. 10.—"Despite the fact that summer has passed for another year, we have found," states E. L. Cord, vice-president and general manager of the Auburn Automobile Company, "that a pressing demand for our eight-cylinder line continues at the rapid pace set by dealers' orders early this spring."

"Many manufacturers have claimed that the eight-cylinder car is not as popular because the demand has shifted to four and six-cylinder types. Auburn has found the opposite to be true. We are building more eight-cylinder cars today than ever before, and we are unable to build them fast enough."

CROWDS FLOCK TO LONDON SHOW

Six-Cylinder Cars Featured at Olympia Auto Exhibit

LONDON, Oct. 10 (U. T. P. S.).—The auto show at Olympia, London, has struck popular imagination, and crowds are so great that one manufacturer, the Hillman Motor Company, has limited the attendance at its stand by insisting that those who are desirous of making an inspection of their cars shall write for an appointment.

The show indicates the increased call there is in this country for cars with six cylinders. Modern traffic conditions on this side of the Atlantic make it imperative that a smooth, even drive should be secured at all costs, in view of the amount of traffic and town driving which must be done at all times of the year.

There is, consequently, little to be surprised at in the fact that there are now showing a dozen makes of car with more than four-cylinder engines, and a tendency for others to follow has been noticed.

Overhead valve engines have shown such decided advantages over the side-by-side valves that although British makers must be convinced absolutely that innovations have a real value, there are probably more British cars today with overhead valves than with side-by-side valves.

The 1926 British car has had its brakes very carefully overhauled in comparison with the present model, and while front wheel brakes are now expected on all cars except the very cheapest, the more expensive cars have now various modifications of existing principles, including what are really more than experiments in the direction of vacuum and hydraulic applications. Springing for British road conditions has also been seriously considered, with thinner leaves generally.

The British taxation principle encourages designers to make engines with a long stroke and somewhat narrow bore in proportion, and although supercharging does not appear to be gaining ground, there is now on the market one car, the Alvis, with a front wheel drive.

MIDLAND STEEL IN OUTPUT GAIN

Barometer of Unprecedented Prosperity In Auto Field

Special from A. D. N. Detroit Bureau
DETROIT, Oct. 10.—An indication of the large increase in automobile production the first nine months of 1925 over the same period in 1924 is shown in the gain in production of the Midland Steel Products Company, manufacturing chassis frames. The increase to date over last year is 25 per cent. Midland Steel has plants in Detroit and Cleveland, and produces 55 per cent. of the chassis frames used in the manufacture of motor cars in the United States.

The first nine months of 1924 there were produced 2,909,065 passenger cars and trucks. An increase of 25 per cent. would mean the addition of approximately 727,200 units, bringing production to the end of September, 1925, to 3,626,000.

The estimated production of 3,626,000 units for the first nine months of this year is only 360,997 under the grand total for 1923. An estimate of 900,000 cars for the final quarter of 1925—a very conservative figure in view of the present production and demand for cars—would mean a new record figure for annual output slightly in excess of 4,500,000. All indications point to the former record of 4,000,000 being exceeded during the present month of October or early in November.

While production of cars and trucks during 1925 has been maintained at this high level, the public demand for cars has been so great that dealers throughout the country are holding only small stocks of cars and in many instances have orders in excess of shipments. An additional factor is the tremendous increase in exports during 1925. The government statistics show for the first six months of the year, that all previous records for automotive exports had been exceeded by a substantial margin.

Keep step with the industry through the Automotive Daily News.

M. A. M. A. Discusses Plan For Merger With A. E. A.

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optimistic view often entertained as to their potential worth.

"Scrutiny of the item of investments is very desirable," said Mr. Simpson. "Especially if the amount is substantial, many of the items which go to make up the investment figure on a balance sheet will very often prove of questionable value."

He stressed the necessity of creditors giving attention to customers' business policies and methods of doing business and concluded by declaring that distribution through an organization of well selected independent dealers who have some money invested in their business is the final analysis of the most desirable from every standpoint.

The convention went into special session to consider a report of the committee on proposed consolidation of the M. A. M. A. and the Automotive Equipment Association, the report being presented by E. P. Chalfant, president of the association.

After a free discussion on the subject, in which almost all members present took part, the

proposal for consolidation was approved in principle and a special committee of C. L. Thompson, Steel Products Company, Cleveland, as chairman; E. V. Hennecke, the Motor Meter Company Inc., Long Island City; M. B. Erickson of Biflex Product Company, Waukegan, Ill., and E. P. Chalfant, Gill Manufacturing Company, president of the association, was named and instructed to continue negotiations with other committees of the M. A. M. A. and the A. E. A. for the development of a plan for such consolidation.

The question will come up again at the annual meeting of the M. A. M. A. in January and will be discussed by the A. E. A. in Chicago at its annual meeting in November.

At opening of Thursday afternoon's session, Chairman E. V. Hennecke introduced Florian Leduc, president of the Montreal Automobile Trade Association, Ltd. Leduc, in an interesting talk, said there were 325 members of the association in the Province of Quebec and Montreal, comprising jobbers and dealers in all branches of industry.

ELECTIONS IN CANADA RETARD USED CAR SALES

TORONTO, Oct. 10 (U. T. P. S.).—Used car sales are continuing to experience a seasonable decline and show a slight shading off compared with the previous week. It is worthy of note, however, that compared with the same period a year ago the sales show a good increase.

H. B. Moore, president of Moore & Hughes, Ltd., distributors of Dodge Bros. cars, and who is also president of the Toronto Automobile Trade Association, states that the lull being experienced at the present time is due to the fact that it is between seasons. The fine weather period is practically over and the steady cold winter weather has not set in. The uncertainty between season weather always seems to have a psychological influence upon the buying public, who in turn become of an uncertain mind and put off making a purchase until later.

Rightly or wrongly, a number of persons are holding off making any further investments until after the forthcoming Federal elections, which take place on the 29th of this month.

A general feeling always seems to prevail at these Dominion elections, which take place every four or five years, that the result will have an immediate effect on business conditions. With the tremendous wheat crop harvested in the Canadian West this fall, however, the result of the coming elections can have very little immediate bearing on the tide of prosperity already beginning to surge over the entire country.

Referring to the price allowance trend on used cars, Mr. Moore said that the tendency was every day coming nearer to a "sensible price."

Charles M. Ricketts, Toronto manager of the McLaughlin Motor Car Company, Ltd., factory sales branch, expressed the view that the used car situation was holding remarkably steady for this period of the year, and pointed to the fact that last week's sales had been one car ahead of the previous week, when, according to the record for the same period last year, a sharp drop was due.

He was very optimistic of the future, owing to the remarkable record already achieved this year. Mr. Ricketts considered a downward revision of prices had already set in. With the drop in the price of new cars a proportionate lowering of used car prices was insulating effect on sales.

Bandit-Proof Sedan To Protect Jewels

New York, Oct. 10.—A new use for armored cars has been found by Mme. Frances Alda, operatic soprano, wife of Giulio Gatti-Casazza, impresario of the Metropolitan Opera House. Mme. Alda has ordered an armored sedan to protect her from possible attack by jewel robbers. The sedan is bullet proof and is manufactured by the American Armor Corporation of New York.

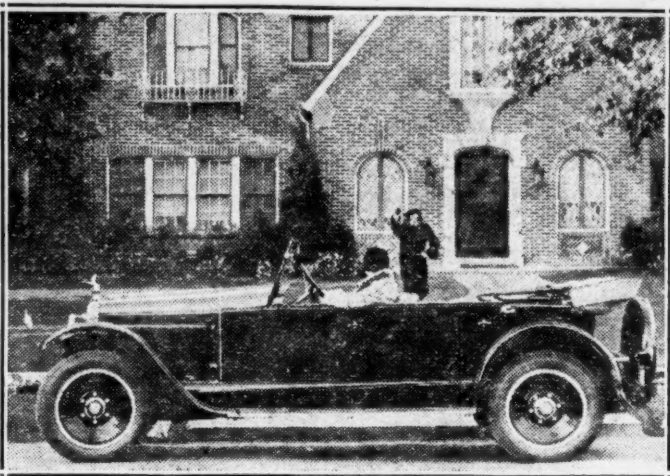
The car, although of bovine metal and bullet proof glass looks like an ordinary auto.

It is believed many society women, accustomed to wearing valuable jewelry will follow the example of Mme. Alda and ride to society functions in their own armored sedans.

PLAN "SURPRISE"

Evansville, Ind., Oct. 10.—Employees of the Wabash Valley Motor Company, Hudson-Essex distributor are planning a "surprise" party for Carl Maxwell, president of the company, on his return to the city, October 16, from a month's vacation with Mrs. Maxwell and their two children at points on the Pacific coast.

GRAY GOOSE TRAVELER—the latest body style to be added to the six-cylinder line of the Wills-Sainte Claire, Inc. One of the features is the top, which, when lowered, folds down compactly and lies close to the body, extending out in a straight line, parallel with the body.



Distributor Doings

CAR SALES FALL OFF

Evansville, Ind., Oct. 10.—Cars delivered by local distributors to dealers in the Tri-State territory comprising southern Indiana and Illinois and western Kentucky totaled fifty-four cars for the week ending October 3, a marked falling off from the preceding week's record. Inability to make deliveries, said to be due to delayed shipments and poor road conditions in many of the rural sections, were the contributing factors in keeping the week's record low.

CLEVELAND BOOMS

Detroit, Oct. 10.—In the fifteen days following the introduction of the new Cleveland 1926 models in Detroit by the Crosstown Sales Company, Cleveland-Chandler distributors, sales increased 500 per cent, over the preceding month, it is announced by H. M. Rowell, sales manager. Sales to date for the year, it is further announced, show an increase of 1,500 per cent, over the same period in 1924. Orders on hand at present greatly exceed shipments, Mr. Rowell reports.

NEW CHRYSLER DEALER

Springfield, O., Oct. 10.—A new Chrysler dealership has been opened in Springfield O., under the management of E. S. Toles, formerly manager of the Lakewood branch of the Walter F. Wright Company, Cleveland Chrysler distributors.

TO HANDLE GRAYS

Olympia, Wash., Oct. 10.—Anderson & Spencer of this city have taken over the interests of the Morris Motor Company of Olympia, Gray distributors for southwest Washington. The new concern will be under the management of Fred Anderson. In addition to handling the Gray cars, the new company will operate a garage and repair shop for all makes of cars.

SAVIDGE RETIRES FROM SUMMIT CHEVROLET CO.

Akron, O., Oct. 8.—S. L. Savidge, has resigned his position as vice-president of the Summit Chevrolet Company and sold his interest in the company to Louis Charvoz, president. Mr. Savidge plans to remain in the automobile business, operating a dealership of his own. Mr. Savidge has also resigned the presidency of the Akron Automobile Dealers' Association, Earle Richardson, of the Richardson-Wellock Company, Chrysler distributor, being appointed president.

TO WRITE INSURANCE

Springfield, Ill., Oct. 10.—The Atlas Casualty Company of 29 South LaSalle Street, Chicago, has been granted a license by the State Division of Insurance here to write automobile and other vehicle insurance. The concern, which is a stock casualty company, has a capital stock of \$200,000.

WILL REBUILD OLD FORD CARS

Kansas City, Oct. 10.—Announcement of a new factory in Kansas City for the remanufacture of Ford motor cars was made here today by F. D. Rice of the F. P. Rice Motor Company. The factory is to be operated under the name of the F. P. Rice System.

The announcement was made only after several months secret work by a staff of trained mechanics who have perfected a system for the remanufacture of cars from old Fords. The cars are to be sold at 25 per cent less than new cars.

Old cars are taken into the factory and dismantled. Experts separate the parts. Every part that is worn is thrown away. All paint is burned from the bodies

Dayton Merchants Use Cars To Build Up Rural Trade

DAYTON, O., Oct. 10 (U. T. P. S.).—As a business getter the automobile is used by Dayton merchants and bankers in a way different probably from its use in other localities.

Realizing that Dayton, while distinctively a manufacturing center and claiming "A Thousand Factories," is located in the heart of one of the most fertile and productive agricultural regions on earth, the retail business interests suddenly became conscious of the fact that they had neglected the

rural citizen in their appeals for patronage.

A quiet survey was undertaken to show what percentage of the agricultural trade might reasonably be expected to come to Dayton, and the result of that survey disclosed two things: First, that this city was not getting the farmer trade in anything like the volume it might, or should; and second, that the entire Miami valley, comprised of twelve populous and wealthy counties in southwestern Ohio, was territory in all parts of which Dayton merchants had a better than fighting chance to get patronage.

How to get that patronage was the question, and it was decided to go out and get acquainted with the farmers right on the farms.

With the co-operation of the county agent of Montgomery county, in which Dayton is located, a tour was arranged to cover the greater part of the contiguous territory in a single day. The party started early one morning recently.

Promptly on time the city business people met with country business people, and the business of becoming acquainted was the program at each stopping place.

Fifty automobiles carrying retail merchants, including all the prominent automotive retailers, bankers and city and county officials, made up the party. The tour covered about 100 miles, and the entire day was spent in making the trip. Other tours of a like nature to extend to neighboring counties are being discussed. The tour disclosed the fact that country people welcome the efforts of city business men to extend their patronage.

Business men believe that in the automobile they have discovered a means, hitherto unused, for getting business, and propose to utilize it for that purpose to a far greater extent.

for Economical Transportation



A complete Remy starting, lighting and ignition system gives Chevrolet the dependable electrical service characteristic of high-priced cars.

Such features as this, included in the list price of the car, make Chevrolet a remarkable value and an easy car to sell.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Touring\$525
Roadster 525

Coupe\$675
Coach 695
Sedan 775

Commercial Chassis\$425
Express Truck Chassis.. 550

ALL PRICES F. O. B. FLINT, MICHIGAN

Q U A L I T Y A T L O W C O S T

Automotive Daily News

"Of, By and For the Entire Automotive Industry."

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Fair Weather Ahead

THE annual fall meeting of the National Automobile Chamber of Commerce always marks the beginning of a new cycle in the history of the automotive industry. Most of the manufacturers have made up their lines for the coming year. They pause for a moment on the threshold and mark their progress of the twelve months that have passed, since they cast lots before for space at the national show.

Never in the history of the industry have the members of the Chamber of Commerce met under happier auspices to perform this annual function. Every signal is set for fair weather in national and international business.

At home there is scarcely a cloud in the economic sky. After the period of readjustment which succeeded our wartime activities, we have balanced our budget and there is now in plain sight a credit balance, which can be used in clearing off some of the extraordinary imposts on industry that were necessary during the war and immediately thereafter. Wise tax revision is going to help the automotive industry directly and indirectly.

Those who are best fitted to prophesy tell us that this country is destined to enjoy some years of the most prosperous times that ever have fallen to our fortunate lot. In this national prosperity the automotive industry is destined to share in full measure.

Abroad the clouds that have hung over nations and international relations seem at last to be lifting. Europe appears to have concluded that the time for animosity has passed and the time for renewed commercial effort has arrived. It needed only that state of mind to revive European commerce on a pre-war basis.

So acute an observer as John N. Willys told us last week that within a brief period Europe would be demanding 2,000,000 motor vehicles a year from this country. Add even half that to our normal domestic demands and the automotive industry is assured of a magnificent growth for years to come.

We predict that 1926 will be the beginning of a new Golden Age of the American automotive industry.

Tires Die Many Deaths Before Ending Career.—Headline. It's probably just the ghost of a tire on our left rear.

The governor of Kansas says that state is out of the United States so far as good roads are concerned. Oh, well, sentiment requires that we cling to something of the pioneer days.

Take Your Pen

AND sign the petition below, urging Congress to repeal the war-time excise taxes on motor vehicles and equipment. Paste a strip of paper on the petition and ask your employees and customers sign also. Then forward the petition to the Automotive Daily News, 25 City Hall Place, New York city.

A PETITION TO THE CONGRESS OF THE UNITED STATES FOR REPEAL OF THE EXCISE TAX ON MOTOR VEHICLES AND PARTS.

We, the undersigned citizens of the United States, dealers in and users of motor vehicles and equipment, respectfully and earnestly urge the repeal of the war-time excise taxes on passenger motor cars, motor trucks, parts, tires and accessories. During the period of the war and readjustment, these taxes were willingly and patriotically borne. The economic need for them has now passed. Their continuance is a serious hampering of business and a heavy burden on users of motor vehicles and equipment.

Signed.....

Address.....

Our Own Automotive Family Album

The Boyhood Days of Our Industry's Leaders

By Kessler



FREDERICK J. HAYNES, PRESIDENT OF DODGE BROS., WORKED IN A GROCERY STORE IN SYRACUSE, N.Y. FOR \$6. A WEEK AND SLEPT UNDER THE COUNTER.

The Observer

Garages can lower the sales resistance to cars in large cities.

In New York, Chicago, or Philadelphia, perhaps in Detroit, any car owner can name immediately four or five friends who can afford the price of a motor car, but will not own one because of the upkeep.

No one worries about the gas and oil, and the depreciation cost can be borne; but in the big cities it is the garage rental that is the big obstacle.

New York city has approximately 1 car to every 20 persons, while the country-wide average is 1 to 7.

While vast plans are being laid for the export trade, it is well worth while to think of the city market possibilities limited by the garage.

With low-priced garaging the New York city use of motor cars might be raised from 320,000 to over 600,000 readily, a total gain equal to half our entire export trade.

One difficulty is that we have not solved the question, or at any rate not gone into the matter on a large scale, of building garages having many stories. That is the way to get the value out of the land, and thus reduce the rentals.

Some skyscraper garages have been built in Detroit.

But an occasional garage does not answer the question. We shall see the day when every residential apartment block will have a skyscraper garage, with electric elevators or other means for clearing the floors quickly; and the top prices will be not over \$15 per month.

Trucks are handicapped with a similar difficulty. There must be huge truck storage spaces on cheap land if the overhead of this kind of transportation in cities is to be lowered.

Keep step with the industry through the Automotive Daily News.

THE WEEK'S EVENTS

HIGHLIGHTS OF AUTOMOTIVE HAPPENINGS

Figures released by the bureau of public roads of the Department of Agriculture, Washington, D. C., showed a total motor vehicle registration in the United States for the first six months of 1925 of 17,716,709, an increase of 13.9 per cent. over the corresponding period in 1924.

The Hupp Motor Car Corporation of Detroit announced start of production on the new Hupmobile Six as companion car to the Hupmobile Eight brought out last January.

The bureau of mines, Washington, revealed the August production of crude petroleum as 66,769,000 barrels, a daily average of 2,154,000. This represents a decrease of 18,000 barrels per day over the preceding month. Gasoline production increased, attaining a record high with 972,689,000 gallons.

Ten planes were unofficial winners in the first commercial airplane reliability tour for the trophy offered by Edsel Ford.

Rubber manufacturers of America endorsed a move to establish their own plantations in the Philippines, planning financing of the project by a self-imposed tax of a cent on each pound of crude rubber imported.

Ample supply of oil for years was the keynote of addresses delivered by leading oil men at the International Petroleum Congress at Tulsa, Okla.

British rubber manufacturers started a movement to have the government repeal the stringent Stevenson act, restricting export of rubber.

The Studebaker Corporation announced plans to build a new spring plant, to cost \$300,000.

New Chandler models, with price reductions, were announced by the Chandler Motor Car Company.

Inventory of the estate of the late J. Dallas Dort of Flint showed a valuation of \$1,979,345.42.

Development of the foreign market for American exports of accessories and parts was urged on the members of the Motor and

Accessories Manufacturers' Association, assembled in annual convention in Montreal, Canada.

Railroad men assembled at the American Electric Railway Association's forty-fourth annual convention, in Atlantic City, admitted that buses were essential to transportation. The exhibit of motor buses proved one of the chief attractions at the convention.

Durant Motors, Inc., announced production and sale of Star cars during September increased 124 per cent. over same month in 1924.

Peerless Motor Car Company reported 90 per cent. increase in September sales over September, 1924.

Willys-Overland shattered its own production records for period from January 1 to September 15, 1925, more than 155,000 Overland and Willys-Knight automobiles being the total output.

Chevrolet Motor Company announced 50,000 automobiles as its monthly production schedule.

Dodge Brothers put into effect new credit purchase plan.

Reo Motor Car Company issued statement showing shipment of 8,500 trucks during first six months of 1925, an increase of 500 over similar period last year.

Flint Motor Company announced that shipments of Flint cars from the factory during September showed an increase of 26 per cent. over August shipments.

Buick Motor Company manufactured more than 22,000 automobiles during September, according to a statement last week by E. T. Strong, general sales manager.

Automotive employment in Detroit was reported at its height, 257,894 being employed in seventy-nine representative plants.

The John Wanamaker store opened a department to sell new Ford airplanes, manufactured by the Stout Airplane Company.

The National Automobile Dealers Association held a series of conferences in leading New England cities.

Financial News of the Automotive Industry

NASH TO RETIRE ALL PREFERRED

Stockholders Will Vote On Proposal to Redeem \$15,005,200 Stock

New York, Oct. 10.—A special meeting of stockholders of the Nash Motors Company has been called for October 27 to authorize the redemption of all the 7 per cent. cumulative preferred stock, of which \$22,500,000 is authorized and \$15,005,200 outstanding, on February 1 next, at 105 and accrued dividends. This announcement was made in connection with the declaration of the regular quarterly dividend of \$1.75 a share, payable November 1 to stockholders of record October 20.

The company made public its income account for the quarter ended August 31 and for the first nine months of the year. Net earnings for the quarter were \$3,840,268, after depreciation, Federal taxes, etc. This compared with \$1,205,766 reported for the corresponding period of 1924. Net profits for the nine months totaled \$11,133,411, equal, after preferred dividend requirements, to \$37.39 a share earned on the 273,000 shares of common stock, against \$4,325,241, or \$12.81 a share, earned in the same period last year.

Sales Increase 124.7 Per Cent.

C. W. Nash, president of the company, stated that the value of the sales for the August quarter showed an increase of 124.7 per cent. over the same period of 1924.

"The company," he added, "has been in a badly oversold condition since July, 1924. In order to place ourselves in a position to more nearly give our dealers the goods they require when they require them we have built additions to plant and have purchased a large quantity of new machinery, so that we may increase our output."

"The outlook for the company's future is very bright. General conditions look to be very sound and stable. I see no reason, with conditions as they are, why we should not expect continued good business, and may expect to do more business in the future than we have in the past."

Indian Motorcycle Earnings Increase

Springfield, Mass., Oct. 10.—The report of the Indian Motorcycle Company for the year ended August 31, 1925, shows net income of \$201,913 after expenses, depreciation, etc., equivalent after preferred dividends to \$1.45 a share earned on outstanding 100,000 no par common shares. This compares with \$88,012, or 18 cents a share, in previous year.

The income account for year ended August 31, 1925, compares as follows:—

	1925.	1924.
Sales	\$4,283,247	\$3,737,782
Costs and exp.	3,910,728	3,476,946
Depreciation, etc.	174,225	192,923
Net income	\$198,294	\$67,914
Other income	3,619	20,095
Total net income	\$201,913	\$88,012
Preferred divs.	56,525	63,264
Surplus	\$145,388	\$24,748

MORE FAILURES SHOWN

New York, Oct. 10.—As against a decrease last week the number of failures in the United States this week shows a moderate increase. This week's total reported to R. G. Dun & Co. is 364, compared with 351 last week and 349 a year ago. Defaults in the East were fewer by 33 than those of last week, but this reduction was more than offset by increases in the South, the West and on the Pacific Coast. Of the current week's failures, 199 had liabilities of more than \$5,000 in each case, against 185 last week and 189 similar defaults a year ago.

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE

Previous, 1925	High	Low	Div.	Sales	High	Low	Close	Net Change
15 1/2	10	7 1/2	7	Ajax Rubber	3,500	11 1/2	11 1/2	— 1/2
9 1/2	7 1/2	7	7	Allis-Chalmers pf.	900	88 1/2	87 1/2	+ 1/2
108 1/2	103 1/2	7	7	Am. Bosch Magneto	2,200	106 1/2	106 1/2	+ 1/2
54 1/2	26 1/2	1.50	1.50	*Briggs Mfg.	4,500	29 1/2	28 1/2	+ 1/2
44 1/2	27 1/2	3	3	Chandler Motors	5,000	29 1/2	27 1/2	+ 1/2
30 1/2	108 1/2	8	8	Chrysler Corp. pf.	33,400	200	194 1/2	+ 7 1/2
200	108 1/2	8	8	*Continental Motors	1,800	107 1/2	107 1/2	+ 1/2
109 1/2	100 1/2	8	8	Dodge Bros.	11,000	113 1/2	111 1/2	+ 2 1/2
11 1/2	8 1/2	7	7	Dodge Bros. pf.	95,500	40 1/2	37 1/2	+ 3 1/2
40 1/2	21 1/2	4	4	Electric Stor. Battery	2,900	88	87 1/2	+ 1/2
89 1/2	73 1/2	4	4	Emerson Brant	700	4	4	— 1/2
71 1/2	60 1/2	5	5	Fisher Body	12,900	102	97 1/2	+ 4 1/2
5 1/2	60 1/2	5	5	Fisk Rubber	17,200	38	27 1/2	+ 11 1/2
102 1/2	60 1/2	5	5	Fisk Rubber 1st pf.	400	114	112 1/2	+ 1 1/2
28 1/2	19 1/2	7	7	Gardner Motor	200	9 1/2	9 1/2	— 1/2
114 1/2	75 1/2	7	7	Gabriel Snubber	3,100	27 1/2	27 1/2	+ 1/2
16 1/2	4 1/2	2.60	2.60	General Motors	70,800	115 1/2	115 1/2	+ 2 1/2
37 1/2	28 1/2	7	7	General Motors pf.	100	114	114	+ 1/2
115 1/2	64 1/2	7	7	Goodyear T. & R. pf.	1,800	110 1/2	110 1/2	+ 1/2
114 1/2	105 1/2	7	7	Goodyear T. & R. pf.	200	107 1/2	107 1/2	+ 1/2
27 1/2	17 1/2	3.50	3.50	Hayes Wheel	19,100	45 1/2	45 1/2	+ 1 1/2
11 1/2	10 1/2	1	1	Hudson Motor Car	14,200	92	91 1/2	+ 1/2
24 1/2	12 1/2	1	1	Hupp Motor Car	12,000	23 1/2	23 1/2	+ 1/2
70 1/2	36 1/2	3	3	Jordan Motors	500	42 1/2	42 1/2	+ 1/2
111 1/2	86 1/2	7	7	Kelly-Springfield	700	18 1/2	17 1/2	+ 1 1/2
108 1/2	86 1/2	7	7	Kelsey Wheel	100	107	107	+ 1/2
45 1/2	20 1/2	3.50	3.50	Keystone Tire	400	2 1/2	2 1/2	+ 1/2
98 1/2	32 1/2	3	3	Lee Rubber & Tire	1,600	16 1/2	16 1/2	+ 1/2
26 1/2	14 1/2	1	1	Mac Trucks 1st pf.	8,400	21 1/2	20 1/2	+ 1 1/2
59 1/2	35 1/2	3	3	Mac Trucks 2d pf.	100	110 1/2	110 1/2	+ 1/2
21 1/2	12 1/2	3.60	3.60	Mac Trucks 3d pf.	100	105	105	+ 1/2
114 1/2	87 1/2	6	6	Moore Motors	12,900	38 1/2	38 1/2	+ 1/2
114 1/2	87 1/2	6	6	Motometer A.	3,300	44 1/2	43 1/2	+ 1 1/2
114 1/2	87 1/2	6	6	Motor Wheel Corp.	3,400	34	33 1/2	+ 1/2
114 1/2	87 1/2	6	6	Nash Motors	300	475	467 1/2	+ 7 1/2
114 1/2	87 1/2	6	6	Nash Motors pf.	100	106	106	+ 1/2
114 1/2	87 1/2	6	6	Norwalk T. & R.	2,200	16 1/2	16 1/2	+ 1/2
114 1/2	87 1/2	6	6	Packard Motor Car	12,500	42 1/2	41 1/2	+ 1 1/2
114 1/2	87 1/2	6	6	Paisie-Detroit Motor	1,400	25	24 1/2	+ 1/2
114 1/2	87 1/2	6	6	Pierce-Arrow	28,900	43 1/2	42 1/2	+ 1 1/2
114 1/2	87 1/2	6	6	Pierce-Arrow pf.	1,100	91	91	+ 1/2
114 1/2	87 1/2	6	6	Reynolds Spring	200	10	10	+ 1/2
114 1/2	87 1/2	6	6	Spicer Mfg. Co.	18,900	33	31 1/2	+ 1 1/2
114 1/2	87 1/2	6	6	Spicer Mfg. Co. pf.	100	102 1/2	102 1/2	+ 1/2
114 1/2	87 1/2	6	6	Stewart-Warner Speed	7,200	83	81 1/2	+ 1 1/2
114 1/2	87 1/2	6	6	Stromberg Carburetor	2,100	75	75	+ 1/2
114 1/2	87 1/2	6	6	Studebaker	58,500	61 1/2	60 1/2	+ 1 1/2
114 1/2	87 1/2	6	6	Timken Roller Bear	50,600	55 1/2	54 1/2	+ 1 1/2
114 1/2	87 1/2	6	6	U. S. Rubber	40,300	73 1/2	70 1/2	+ 3 1/2
114 1/2	87 1/2	6	6	U. S. Rubber 1st pf.	900	107 1/2	107 1/2	+ 1/2
114 1/2	87 1/2	6	6	White Motors	7,000	85	82 1/2	+ 2 1/2
114 1/2	87 1/2	6	6	Willis-Overland	26,200	29 1/2	28 1/2	+ 1 1/2
114 1/2	87 1/2	6	6	Willis-Overland pf.	800	111 1/2	111 1/2	+ 1/2
114 1/2	87 1/2	6	6	Yellow C. & T. B.	1,400	46 1/2	45 1/2	+ 1 1/2

NEW YORK CURB MARKET

Sales	High	Low	Last	Sales	High	Low	Last
440	70	63	69 1/2	59	14	12 1/2	13 1/2
375	48	47	47	1,040	47	47	47
300	48 1/2	48 1/2	48 1/2	226	24 1/2	24 1/2	24 1/2
300	11 1/2	11 1/2	11 1/2	479	20 1/2	20 1/2	20 1/2
300	11 1/2	11 1/2	11 1/2	479	20 1/2	20 1/2	20 1/2
1,000	22 1/2	22 1/2	22 1/2	599	42 1/2	42 1/2	42 1/2
150	22 1/2	22 1/2	22 1/2	531	24 1/2	24 1/2	24 1/2
8,675	83 1/2	81 1/2	82 1/2	329	8 1/2	8 1/2	8 1/2
300	45	45	45	Firestone	135	140	140
200	3 1/2	3 1/2	3 1/2	Firestone 6s pf.	99	101	101
640	9 1/2	9 1/2	9 1/2	Firestone 7s pf.	99	101	101
1,818	38 1/2	38 1/2	38 1/2	Goodyear	48	49	49

(The above table shows Friday's movement of stocks, complete.)

BOSTON	High	Low	Last	CLEVELAND	Bid	Asked
440	70	63	69 1/2	59	14	12 1/2
375	48	47	47	1,040	47	47
300	48 1/2	48 1/2	48 1/2	226	24 1/2	24 1/2
300	11 1/2	11 1/2	11 1/2	479	20 1/2	20 1/2
300	11 1/2	11 1/2	11 1/2	599	42 1/2	42 1/2
1,000	22 1/2	22 1/2	22 1/2	531	24 1/2	24 1/2
150	22 1/2	22 1/2	22 1/2	329	8 1/2	8 1/2
8,675	83 1/2	81 1/2	82 1/2	Firestone	135	140
300	45	45	45	Firestone 6s pf.	99	101
200	3 1/2	3 1/2	3 1/2	Firestone 7s pf.	99	101
640	9 1/2	9 1/2	9 1/2	Goodyear	48	49
1,818	38 1/2	38 1/2	38 1/2	Pierces	59 1/2	60 1/2

Current Commodity Prices

New York, Oct. 10.—While the rubber market is not displaying the activity that was apparent earlier in the week, there is an underlying tone of strength and prices are holding firm despite limited trading. The market has been left without any great stimulus to advance by the withdrawal of some important buyers, but there is little disposition to make price concessions.

STEEL PRODUCTS		CRUDE PRICES AT WELLS		
Semi-Finished—Gross Tons				
Billets, re-rolling	\$35.00a\$36.00	Ribbed Smoked Sheets, spot 1.00	1.01	
Billets, forging	40.00a42.00	October .....	.98 .99	
Steel bars (hot rolled)	1.90a 2.00	November-December	94 1/2 .95 1/2	
Plates (hot roller)	1.80a 1.90	January-March .....	.89 .90	
Blue annealed sheets	2.25a 2.30	Para-Up-River, fine spot	— .86	
Black sheets	3.10a 3.20	do, coarse	— .60	
Auto body	4.20a 4.25	Island, fine	— .65	
Bands	2.40a 2.50	do, coarse	— .52	
Cold rolled strip	3.75a 3.80	SCRAP RUBBER		
Hot rolled strip	2.30a 2.40	Inner tubes, No. 1	11 a 12	
Pig Iron, Basic	18.50a19.00	Inner tubes, No. 2	8 a 9	
Valleys	21.00a21.50	Inner tubes, No. 2 red	7 a 8	
IRON AND STEEL SCRAP		Tire, automobile, white ton.	\$60.00a\$55.00	
(Buying prices, f. o. b. New York.)		Mixed auto tires	20.00a22.00	
Heavy melting steel	\$12.00a13.00	Reclaimed rubber—Tire reclaimed, 9 1/2c;		
Machine shop turnings	2.50a10.00	shoe reclaimed, 8c; tube reclaimed, 15 1/2c.		
Steel iron borings	15.00a16.50	OIL AND GASOLINE		
No. 1 cast scrap	16.00a17.00	MOTOR GASOLINE		
MILL PRODUCTS		Garages (steel barrels)		a 17
Base prices, cents per pound, f. o. b. mill.		Up-State New York		17 a 18
High brass sheets	19 1/2a	Single tank cars, delivered, New York		12 1/2aNom.
Copper, in rolls	21 1/2a	CRUDE PRICES AT WELLS		
Zinc, spot, New York	8.47a8.50	EASTERN—		
Lead, spot, New York	9.50 a9.60	Penn. grade oil		
Aluminum, virgin, 98a99%	27 a 28	in Buckeye P.		
SEAMLESS TUBING		Line Co. lines, \$2.80		
High brass	22.75	Cabel		2.10
Copper	22.75	Bradford District		1.70
RODS		in Nat.		2.20
High brass (round % to 2 1/2 in.) 16 1/2a		Somerset		2.20
Copper rods, round	21 1/2a	Penn. grade oil		2.25
RUBBER MARKET		in Nat. Tran.		1.10
Plantations—		C. lines		2.05
First latex crops, spot	\$1.02	Wooster		2.00
October .....	.99	Gaines grade oil		1.93
November-December .....	.94 1/2	in Nat. Tran.		1.88
January-March .....	.89	C. lines		1.87
Para-Up-River, fine spot	— .86	Penn. grade oil		1.87
do, coarse	— .60	in S. W. Pa.		1.00
Island, fine	— .65	Pipe lines		3.95
do, coarse	— .52	Plymouth		1.40
SCRAP RUBBER		Penn. grade oil		2.28
Inner tubes, No. 1	11 a 12	in Buckeye P.		2.30
Inner tubes, No. 2	8 a 9	Canadian		2.28
Inner tubes, No. 2 red	7 a 8			
Tire, automobile, white ton.	\$60.00a\$55.00			
Mixed auto tires	20.00a22.00			
Reclaimed rubber—Tire reclaimed, 9 1/2c;				
shoe reclaimed, 8c; tube reclaimed, 15 1/2c.				

Pfeiffer Outlines Miller Rubber Plan

New York, Oct. 10.—Further details of the proposed readjustment of the capital structure of the Miller Rubber Company are announced in a letter to stockholders by President Jacob Pfeiffer, who writes:—

"It is proposed (subject to the plan of reorganization hereinafter referred to) to now sell \$4,000,000 par value of the unissued 8 per cent. cumulative preferred stock of the company at \$103.50 per share—first offering the same to the common stockholders of the company, and also to change capitalization of the company so that it will have a total authorized issue of 600,000 shares of capital stock—400,000 of common stock without par value and 200,000 of 8 per cent. cumulative preferred stock. Under the proposed plan, the terms and provisions of the present preferred stock and the par value thereof will in no way be changed or affected, but the authorized amount thereof will be reduced to 200,000 shares. The holders of the common stock will receive five shares of the new no-par common stock of the company in exchange for each share of the present outstanding common stock."

Trading in Stocks Active in Detroit

Detroit, Oct. 10.—For the first nine months of 1925 transactions on the Detroit Stock Exchange totaled \$86,879,980, an increase of \$55,892,477 over the corresponding period last year. In addition, many members specify deliveries through banks or at their offices, and such transactions are not entered on clearing house records.

NEW VELIE DEALERS

The Velie Motors Corporation announces the following new dealers: L. E. Day, Amboy, Minn.; C. H. Gardner, Ashton, S. D.; Harvey Hills Garage, Hot Springs, N. C.; Harold A. Wood, Caspian, Mich.; Daniel A. Johnson, Lynn, Mass.; Perry Auto Sales Company, Inc., Norfolk, Va.; Wilson Tire and Battery Company, Wilson, N. C.

SHAPING BUS PLAN OF CAR & FOUNDRY

Expansion Program to Increase Company's Earning Power

New York, Oct. 10.—Entrance of the American Car and Foundry Company into the motorbus industry by the purchase of control of the Hall-Scott Motor Car Company, marks an interesting development in the history of Car and Foundry. Apparently its management means to make sure the company will share in the growing passenger traffic of the country whether it is carried on the railways or by buses.

Whether Car and Foundry will purchase control of the Fageol Motor Company is still undecided. In any case, Car and Foundry's car plants are equipped to make the bus bodies, so that it is able to turn out a complete bus.

Development of this branch of its business is expected to add materially to Car and Foundry's earnings. The recent move is only a start, and the motor business will be expanded in the future.

When Car and Foundry, early this year, split its 300,000 common share two for one an increase in the dividend was considered in prospect. There appears to be little likelihood of early action in this matter. Nevertheless, sooner or later stockholders must get the benefit of large earnings and large cash holdings.

American Car and Foundry's report for the fiscal year ended April 30 last showed working capital of \$37,106,567, or \$61.84 a share on its present 600,000 no par common shares. Included in working assets were \$7,696,678 cash, \$14,085,864 government securities and \$6,869,389 in stocks, bonds, etc., a total of \$28,651,941, or \$47.75 a common share.

Eliminates Carbon Monoxide

Juhasz Carbureters

(30 Days' Free Trial)

Write—Desirable Territory Open.

250 West 49th St.

ACCESSORY SALES KEEP PACE WITH HIGH AUTO MARK

NEW YORK, Oct. 10.—Accessory sales throughout the United States and Canada maintained their steady volume during the past week, contrary to the usual let-down that follows the summer rush.

This may be attributed to the increasing sales of motor vehicles and the early cold and rainy spell which stimulated the purchases of tire chains, windshield wipers and kindred devices.

Canton, O., reported a consistent improvement, in marked contrast to the spotty market during early September. Dealers reported unusual heavy sales in blankets, attributable undoubtedly to the cold spell.

In Atlanta, Ga., jobbers and dealers reported a 20 to 25 per cent. increase over the corresponding week in 1924, with fall and winter outlook particularly bright. Knoxville, Nashville, Memphis, Birmingham and Jacksonville report similar conditions.

San Francisco found a growing demand for air cleaners, curtains for closed cars and similar products. Accessories that tend to "dress up" the car are finding a growing market, western cities report.

Chicago dealers found that the price cuts on new models were boosting their accessories sales to the peak, the answer lying obviously in the fact that lower prices meant higher volume of new car sales. Robes, skid chains, heaters, radiator covers and shields were already moving far in advance of the usual season.

One prominent jobber in Wichita, Kan., attributed the flurry in accessory sales to the fact that many automobile manufacturers were leaving off all but the essential accessories in order to keep the price of their machines low. This, he claimed, was boosting the sales of equipment far above the usual normal.

Cold weather in midwest stimulated battery sales, which had been somewhat lethargic. Ohio dealers are already holding specials on their batteries in the effort to induce early purchases before the winter sets in.

On the whole, the past week found the accessory situation decidedly encouraging.

Delco Plant Works At Top Capacity

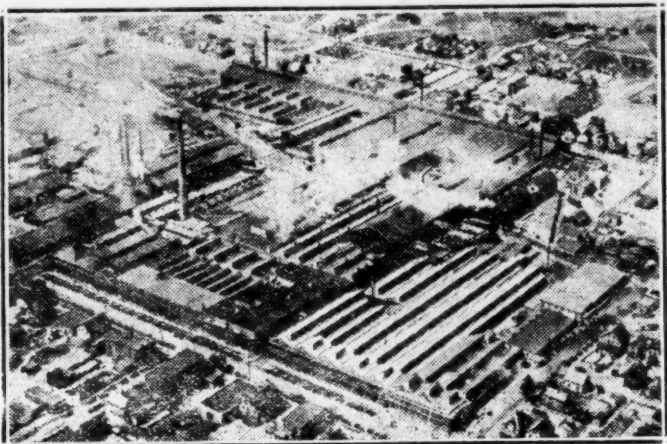
Detroit, Oct. 10.—O. L. Harrison, president and general manager of the Dayton Engineering Laboratories Company, in Detroit on a flying trip, reports unusual volume of business at this season. "We are working overtime," says Mr. Harrison, "and with a largely increased force. In the spring we had 2,600 on the payroll, and now we have 4,000. We are obliged to work overtime, and would put on a still bigger force, if we had space to put them."

MEXICAN PETROLEUM ENTERS DANBURY FIELD

Danbury, Conn., Oct. 10.—The Mexican Petroleum Corporation is soon to enter the wholesale and retail gasoline field here. The company has just purchased a tract of land at Triangle and Taylor Streets, adjacent to the tracks of the New York, New Haven & Hartford Railroad, and will erect a storage plant there at once. Four tanks, each of 25,000 gallon capacity, will be constructed, together with an office building, a warehouse and a garage.

Keep step with the industry through the *Automotive Daily News*.

TIMKEN ROLLER BEARING COMPANY'S main plant in Canton, O. Timken, one of the large makers of automotive bearings, is now operating on an increased schedule.



Accessory News

GOLFERS USE BUSES

Philadelphia, Oct. 8 (U. T. P. S.).—The "Pay-as-You-Play" Marble Hall golf links has started a "golf special" motor bus service leaving daily at 9 a. m., 1 p. m. and 3 p. m. from City Hall Square. The run takes twenty minutes to the grounds. At the same time the Yellow Cab Company has begun to advertise extensively its service for football games at the University of Pennsylvania, under the heading, "Go out and root for Penn, but go in a Yellow."

NEW STEWART DEALER

Lawrence, Mass., Oct. 10 (By U. T. P. S.).—Thomas Poole, head of the U. & I. Automobile Supply House, has just acquired the Lawrence dealership for Stewart-Warner speedometers and will maintain a Stuart-Warner service station.

NEW SERVICE STATION

Santa Rosa, Cal., Oct. 10 (U. T. P. S.).—A large, up-to-date service and accessories station has been opened on the southeast corner of Sebastopol and Dutton Avenues by W. A. Kenma.

RETIRE FROM FIELD

Spokane, Wash., Oct. 10.—Chancellor & Lyon, wholesale automotive equipment dealers, are withdrawing from eastern Washington. R. A. Flynn, manager of the local branch, announces. The firm expects to sell out its merchandise stock here, lease its building and close up within sixty days.

NEW ACCESSORY SHOP

Meriden, Conn., Oct. 10 (U. T. P. S.).—Jack Censak and Joe Dominelli have opened an up-to-date automobile service station. They will carry a full line of automobile accessories and ignition parts, tires, U.S.L. batteries and are prepared to give crank case service.

MINNESOTA PREPARES FOR BATTLE WITH SNOW

St. Paul, Minn., Oct. 10.—Highways in northern Minnesota are to be kept open to traffic throughout this winter for the first time.

The various motorbus companies operating in the northern part of the state have signified their intention of providing plows, trucks, tractors, supplies and of establishing emergency stations and crews at strategic points. The highway department also will send road-clearing crews with the latest type of high powered plows.

TO OPEN TOURISTS' SERVICE

Chicago, Oct. 10.—Incorporation has been filed at Springfield of the American Tourists' Service, Inc. Headquarters of the organization will be opened at 2349 Michigan Ave. It is capitalized for \$100,000 and 1,500 shares no par value. The corporation aims to own and maintain stations, camps and facilities for tourists. The incorporators are W. E. Hooper, L. E. Hart and Irving Herriott.

COLUMBUS, O., GAS SALES INCREASE

Columbus, O., Oct. 10 (U. T. P. S.).—Gasoline distributing companies, having Columbus as their distributing point, had a notable increase in sales in the month of August as compared with those of previous months this year. The reports made to the Ohio Tax Commission relative to the two-cent gasoline tax show that 58,656,270 gallons were consumed in Ohio during the month of August. As in previous months the Standard Oil Company was the largest distributor in the state, selling 15,340,957 gallons. The Solar Refining Company, of Lima was second with 3,935,964 gallons, while the Pure Oil Company, of Columbus was third with 2,402,677 gallons.

ROARING GUSHER

Trenton, N. J., Oct. 10 (U. T. P. S.).—International Petroleum, Ltd., subsidiary of Imperial Oil of Canada which is under Standard control has drilled its forty-second successful well in the Colombia, S. A., field, this making a 25,000 barrel gusher which has settled down to an 8,000 barrel a day producer.

P. O. REAPS BENEFIT

St. Paul, Minn., Oct. 10.—The St. Paul post office department reaped some of the benefit from the current gasoline price war. It has signed a contract for 25,000 gallons of gasoline at 9 3/4 cents a gallon, the lowest price it ever has obtained. The contract is with the Scheffer Oil and Refining Company, Minneapolis. The gasoline will be used in post office trucks in this city.

OIL JOBBERS MEET

Green Bay, Wis., Oct. 10.—The Wisconsin Independent Oil Jobbers' Association held its monthly conference here with F. H. Mayfield, Waukesha, presiding. The state association, which is a branch of the National Petroleum Marketers' Association, will hold its next meeting at Wausau.

TO INCREASE CAPITAL

Waukesha, Wis., Oct. 10.—The Bartles-Shepard Oil Company of this city is contemplating increasing its capital from \$105,000 to \$205,000, it was announced here. The company's sales have grown 25 per cent. during the past year, registering gasoline consumption totaling 3,000,000 gallons.

PAVING COST ESTIMATED

Sacramento, Cal., Oct. 10 (U. T. P. S.).—Experiments in concrete road building made in the laboratories of the state Highway Commission indicate that the average cost of building a mile of pavement 7 inches thick and 18 feet wide is \$30,000, but that this cost may vary \$5,000 to \$7,000 on either side of this average figure, depending on locality, ground levels, drainage, and a dozen other factors.

PARTS DISTRIBUTORS TO FEATURE FULLY EQUIPPED MODEL GARAGE IN PLANT

Utica, N. Y., Oct. 10.—Formal opening of the new wholesale plant of the Utica Cycle and Supply Company, Inc., distributors of automotive equipment, will take place October 27 and 28.

One of the features of the formal opening will be the creation of a model garage on the second floor of the plant, completely equipped with the latest machinery and devices for efficient repair work. Units of different manufacturers will be displayed and explained in operation.

Utica Cycle and Supply Company, Inc., has been in business here for 30 years. Officers and executives are: F. D. G. Hartmann, general manager; W. N. Chessman, sales manager; S. A. Howes, credit manager; Maurice Splain, radio department; J. C. Clarke, efficiency engineer; Alfred Fassoldt, shipping department; Frank Crandley, equipment department; Thomas Touraine, truck tire service; Loring Godfrey, manager, retail store.

New Accessories

SNAPON TIRE CHAINS



A new product of the American Steel Company, Ellwood City, Pa., is the line of Snapon tire chains. The feature of these chains is the cross chain hook which quickly snaps on the side chain and enables cross chains to be changed on the road without removing the entire chain from the tire.

Cross chains are made of special steel and are case hardened to insure long wear. Side chain is of heavy design and is coated with rustproof material. A lever fastener is used to connect the ends. It enables the chain to be drawn tightly around the tire, forms a positive lock, yet can be easily opened and closed.

Sizes are made to fit all high pressure and balloon tires. Sets of chains are packed in durable canvas bags.

INDIAN REFINING CO., FOLLOWING NEW POLICY, CLOSING OUT INTERESTS

Harrisburg, Pa., Oct. 10.—Conforming with their recently announced sales policy, the Indian Refining Company, distributor of Indian gasoline and Havoline oil, as closing out its stations in this territory, where it has sold direct for a great many years. Some of its stations have already been sold, while it is expected that others will be disposed of during the next few weeks.

The stations at Frederick, Md., and Cumberland, Md., have been sold, the former to the American Oil Company of Baltimore and the latter to the Petroleum Products Company. The two large filling stations which the company operates on prominent corners of Harrisburg have not been sold as yet, neither have the bulk stations at Carlisle and Lemoyne.

The distributors under the new policy have not been named as yet. Charles F. Clarke, who has been manager of this district for the past seven years, will probably remain here to supervise the distribution of Indian products.

N. C. REGISTRATIONS GAIN

Raleigh, N. C., Oct. 10.—During September 16,625 automobile license plates were issued, running the total state registration for 1925 to 339,975. It was announced today at the office of the State Department of Revenue.

TO SELL SPEEDWAY STOCK

Austin, Tex., Oct. 10 (U. T. P. S.).—The secretary of state has granted a permit under the "blue sky" law to the Greater Texas Speedway Association to sell \$395,000 of stock, to be used in constructing a wide automobile speedway.

BOSTON REPORTS SPIRITED SALES IN ACCESSORIES

BOSTON, Oct. 10 (U. T. P. S.).—Tire chains, windshield wipers and spark plugs were the leaders among the accessories in and around Boston this week, according to the results of a canvass of several large dealers.

A couple of cold days and three days of rain and drizzle accounted easily for the first two, and the fact that this is the time of year many change their plugs and the fact that the Champion people have been using newspaper space freely in the local dailies probably accounted for the activity in spark plugs.

During the week a number of dealers reported sales of Arvin, Perfection and other lines of heaters, and these were the basis of window displays in many places. Radiator shutters, too, are being featured in some of the shops.

Business on the whole is reported in most places as good, as better than normal, and somewhat ahead of this time a year ago in certain lines. Radiator covers for Fords, including the 1926 models, are being offered with some success.

Most dealers here are a little bit heavier stocked than a year ago. This is due in part to the fact that there are many thousands more cars in the state, also motorcycles, also due to the fact that two big automotive events that will draw many thousands to the city in machines is on the cards for this month.

The prospects are bright for a lively fall in accessories. This part of the country is ideal for motoring at this time of year.

The future looks bright for the trade, for, according to an announcement by Registrar of Motor Vehicles Goodwin, he has had 600,000 sets of plates made for 1926, an increase of more than 50,000 over his 1925 order.

A campaign on lights by the authorities has naturally resulted in increased business in this connection. The registrar is growing stricter, it seems, every week on the matter of both head and tail lights. Also on brakes, and throughout the state he has inspectors watching for defective brakes, especially on trucks and buses.

Accessory dealers cannot see where the recent cuts on certain makes of new cars have affected their business at all.

FISHER AUTO TOP CO. ADDS TO PLANT

Norwalk, O., Oct. 10.—The Fisher Auto Top Company of this city, having outgrown its factory floor space, has leased another building where it has installed machines and its muslin department. Plans for extensions to the local factory are being considered. There are now 110 people employed at the factory and officers report the company is far behind on its orders.

CRUDE OIL OUTPUT OFF

New York, Oct. 10.—The American Petroleum Institute estimates that the daily average gross crude oil production in the Smackover heavy oil field was 172,100 barrels, a decrease of 2,300 barrels for the week ended October 3. The daily average production in the United States for the week ended October 3 was 2,096,250 barrels, as compared with 2,107,400 barrels for the preceding week, a decrease of 11,150 barrels. The daily average production in the United States excluding Smackover heavy, decreased 8,850 barrels.

MULLINS BODY DIVIDEND

New York, Oct. 8.—The Mullins Body Corporation has declared the regular quarterly dividend of \$2 on preferred, payable November 1 to stock of record October 17.

TORONTO SALES IN ACCESSORIES IN RISING MOOD

TORONTO, Oct. 10 (U. T. P. S.).—The accessory situation here shows a good improvement over a year ago, the gross sales volume averaging approximately 25 per cent. greater.

According to dealers, there would have been a 100 per cent. improvement but for the fact that car manufacturers are generally equipping their product with accessories.

It has been found that most of the higher-priced cars are being sold "fully equipped." While this does not cover the entire equipment range in the accessory field, it has cut into it considerably. The class of motorist who would be in the best position to buy needed accessories finds most of his wants already supplied when he buys his car. The lower-priced car, which is, of course, in the great majority, is also being sold with a certain amount of equipment, but, fortunately for the accessory dealer, this is still supplied only to a limited extent.

The recent price-cutting on new car models has had a beneficial effect on the accessory sales.

As a result of the output of equipped cars, dealers are selling spare parts. It has also meant that the car dealers are getting a larger share of the parts and accessory business, there not being one accessory dealer in Toronto at the present time handling that line of business exclusively. Radio and radio parts have been adopted as a side line by these dealers, and others also having branched into the hardware line.

In this regard it may be pointed out that the radio has proved a blessing to automobile accessory dealers here, as owing to climatic conditions the accessory demand falls considerably during the winter months. On the other hand, the winter period is the best time of the year in the radio field, and the two lines have been found an excellent combination for all-year-round business.

The main cause of the increased demand and bright outlook for the future is the exceptionally good wheat crop this season. General business conditions have commenced to improve in every line and are continuing to do so to an increasing extent.

Chains, alcohol, radiator covers and heaters are the principal items that are selling right now and the manner in which retail dealers are buying indicates an extreme optimism as to the winter trade. Especially is this so in the case of heaters, probably on account of the new closed car models put on the market by some companies that until recently have sold only open models.

The Joseph Strauss Company, Inc., reports its fall and winter bookings way ahead of this time last year. The company now has sold as much for the year, counting advance orders, as it sold all of last year.

Spokane, Wash., Oct. 5 (U. T. P. S.).—An automobile tire chain for use as an anti-skidding device, designed to prevent lateral skidding or sliding and also to provide ample frictional engagement of the rotating wheel for traction power, has been invented and patented by Harry Harford of Lewiston, Ida. The Harford Diamond Chain Company, which is the assignor, has been incorporated and will handle the new invention.

NEW SUPPLY SHOP

Fayette, Mo., Oct. 10.—S. N. Glisson, Allen Dye and Milton Keller have formed a new auto corporation which will establish a garage and accessories supply shop in this city.

Shop Equipment

CRESCENT LONG-NOSE PLIER



A handy plier for work around wiring has been brought out by the Crescent Tool Company, Jamestown, N. Y. It is designated as No. M-16 and is equipped with a long nose, which can reach down into a complicated system of wiring.

The tool is also fitted with an efficient wire cutter which is said to make a clean break.

Price, 75 cents.

JACOBS'S VALVE GRINDER CHUCK

An addition to the well-known line of chucks made by the Jacobs Manufacturing Company, Hartford, Conn., is a new valve grinder chuck. By a simple adjustment, this chuck accommodates valve stems up to 1/4 inch in diameter, and so eliminates the need of changing numerous holders or collets, with consequent loss of time and chance of error.

The manufacturer claims that it combines accuracy, ease of operation and wearing quality.

Equipment News

ENLARGES PLANT

Cleveland, O., Oct. 10.—The Dandee Manufacturing Company announces the enlargement of its plant. It is now operating at 1254-1256-1258-1260 East 9th St.

DEFENDING TITLE

Cleveland, O., Oct. 10.—The Pacific Rim Tool Company announces that J. A. Kennedy of its organization, claimant of the world's champion tire changer title, is at the automobile show in London where he is defending his title. He will also visit Amsterdam, Paris and Stockholm.

KANT KUT MOVING

Goshen, Ind., Oct. 10.—The Kant Kut Products Corporation of Indianapolis is removing to Goshen in order to be close to the Harter Metals Company, manufacturers of steel tubing and metal moldings. The Kant Kut people are producers of wire tubes for ignition systems and make the move in order to be close to their immediate source of supply.

FEATURING ITS GASKETS

Brooklyn, N. Y., Oct. 10.—L. Mundet & Son, Inc., has embarked on an extensive advertising and promotion campaign of its Jointite Cork Gaskets. Attractive circulars featuring the new Jointite Ford Gaskets Sales Board are being sent to all dealers and jobbers.

METAL BODY MAKERS MOVE TO NEW QUARTERS

Los Angeles, Cal., Oct. 10.—The General Aluminum Products Company has moved into its new quarters on District Boulevard, in the central manufacturing district. The concern has its entire production sold out until next August to a large motor truck distributor in this city.

The firm manufactures a special type of motor bus and armored bodies of a new metal that is reputed to be one-third the weight of steel and equally as strong. Up until recently the metal has been used almost exclusively by the government in airplane construction.

The firm is officered as follows: John Pike, president; Harvey Mudd, vice-president; Wilbur C. Day, secretary-treasurer and general manager, and I. J. Boothe, superintendent.

COLUMBUS GAS SALES

Columbus, O., Oct. 10.—Sixteen Columbus gasoline companies sold in August, reports just compiled reveal, 5,413,934 gallons of gasoline, the total for the state being 58,656,270 gallons.

Automotive Daily News
classified ads bring results.

Ohio Oil Jobbers Hold Convention

Youngstown, O., Oct. 10.—Youngstown was recently host to the Ohio State Oil Jobbers.

Among those who attended were Robert Shanks and Al Zimmerman of the White Oil Company, Dayton; Joshua Turner of the United Oil Products Company, Springfield; H. B. Sanford of the Amboy Service Company, Conneaut, O.; Clyde Schiedler of Dayton, Elmer Schramm and Ray Scheiding of the Benzol Gas and Casper Motor Oil, Dayton, O.

For the first time in the history of the state oil men features of the convention were broadcast.

Mr. Schramm said at the meeting that the State Petroleum Marketers' Association at Youngstown reported a fine condition of business. Reports from all sections indicated that prospects were exceedingly bright.

TO PAINT CARS

Bangor, Me., Oct. 10 (U. T. P. S.).—The Fred E. Eldridge Company has announced plans to erect a modern building on Perkins Avenue to be used for painting cars by means of the Duco process. The lower floor will cover 5,000 feet of space and will be used exclusively for painting automobiles.

Battery Service

ABSORBS MIDLAND

Kansas City, Oct. 10.—The Gustin-Bacon Manufacturing Company has purchased the Midland Battery Company, factory outlet for USL battery products for Kansas, Oklahoma and western Missouri. The Gustin-Bacon Company, to care for its increased business, has purchased a five-story building, costing \$65,000.

TO HANDLE BOSCH

Canton, O., Oct. 10.—Niel Battery and Electric Company, this city, wholesale auto ignition and automotive electrical dealers, announces it has been assigned this and fifteen adjoining counties for the products of the American Bosch Corporation.

NEW BATTERY STATION

Waco, Tex., Oct. 10.—The Lorraine Battery Ignition service has opened here. The new firm specializes in recharging and repairing.

SWANSON SELLS OUT

Chicago, Oct. 10.—W. E. Swanson, for 20 years identified with the Chicago Coach and Carriage Company, has sold his interest to Howard G. Bartling and the latter has been elected president and treasurer.

Keep step with the industry through the Automotive Daily News.

Build 2 Garages To Every House

Norfolk, Va., Oct. 10.—For every dwelling on which construction started here last month, permits for two garages were issued.

\$150,000 GARAGE

Chicago, Oct. 10.—Construction of a \$150,000, 150-car garage is planned on Exchange Avenue, south of 73d Street, by Abe Randall of Randall Brothers. The tract was purchased from N. Zelter, M. F. Hughes and Frank H. Stafford for \$50,000.

PURCHASE GARAGE

Belvidere, Ill., Oct. 10.—Franklin W. Bauer of Rockford has purchased the Triangle Garage here from Andrews & Beckington for \$50,000. Possession will be given November 1. The plant is one of the finest in the city, and is located on the Grant Highway, which carries the largest volume of motor vehicle traffic of any road through this city.

BUILDING GARAGE

Seattle, Wash., Oct. 10.—Architect J. Lister Holmes has completed plans covering the erection of a two-story mill construction garage building, to be built at 501-09 East Pike St. The estimated cost of the structure is \$40,000.

The car which
dealers love to sell
to men who really
know fine cars
and superior
performance

**HUPMOBILE
EIGHT**



TRUCK SALES SHOW INCREASE

Large Gains Over Last Year Reported in Northern N. Y.

BUFFALO, N. Y., Oct. 10.—Commercial car sales for the year to date have been substantially ahead of the same period in 1924, according to leading truck manufacturers here.

The business is in an exceedingly healthy condition, with most plants working full time or overtime, and the executives of the companies interviewed are extremely optimistic as to the fall and winter prospects. Excepting isolated cases, the business was somewhat light during the first quarter of the year. Since then there has been a steady and constant increase. The business seems to be generally distributed over most sizes of trucks, although sales of the very largest sizes have been somewhat curtailed in the case of certain concerns through state regulations.

The Stewart Motor Corporation reports a considerable increase, with September likewise much ahead of the corresponding month last year. The largest business, naturally, has been in the East, but figuring on a percentage basis and comparing sales with population, the Stewart company's business is well distributed throughout the country.

The Pierce-Arrow Motor Company reports its 1925 sales about 18 per cent. ahead of 1924 for the same period. September business showed about the same increase over September of last year. With the Pierce-Arrow the five-ton truck is the most popular at the present time.

The Atterbury Motor Car Company's business is considerably ahead of 1924 also. This is due largely to more aggressive selling and advertising. The Atterbury Highway Express, a new model put out about a year ago, has been the largest seller. The company is employing considerably more men than last year and its plant is working full time—fifty-five hours a week.

The Reo-Ladd Motor Corporation, local representative of Reo, reports sales considerably ahead for the year, with September showing a big increase over September last year. The last two weeks showed a record over any recent period. Farmers, produce merchants and carting firms have been the heaviest buyers of Reo Speedwagons of late.

Newport in Lead With Bus Service

Providence, R. I., Oct. 10 (U. T. P. S.).—The Newport & Providence Railway Company will open its new bus line between Newport and Providence on Monday. The cars will run via the Bristol Ferry. Bonds for the operation of four buses were filed today and it is expected that the company will operate at least a dozen cars on the run in the summer months. The Providence end of the line will be operated jointly with the United Electric Railways Company.

TOWN MAY GIVE UP TROLLEYS FOR BUSES

McKeesport, Pa., Oct. 10.—Bus service to take the place of street car service between this city and Glassport will be established if an application of the Pittsburgh Railways Company is granted by the Public Service Commission of Pennsylvania at a hearing October 21. Citizens of Glassport are preparing to fight the proposed change. The railway company claims that the upkeep of the streets is too expensive to permit street car service without a loss.

SIX NEW BUS LINES ARE TO BE PUT IN OPERATION IN S. D.

Pierce, S. D., Oct. 7.—The state Railroad Commission has issued orders authorizing the establishment of six new bus lines in various parts of the state and has before it several other applications on which hearings have been held and in which favorable action is anticipated. Permits have been issued as follows:—

James Shearer—Freight line between Mitchell, Armour and Delmont.

Mervin A. Young—Freight line between Platte, Ola, Eagle, Pukwana and Chamberlain.

Hewitt Transportation Company—Freight line between Mitchell, Stickney and Harrison.

Wesley R. Holbrook—Freight and passenger line between Lemmon and Meadow.

Joward Lee—Passenger line between Chamberlain, Hammill and Winner.

C. C. Clark—Passenger line between Howard and Vilas.

NORWAY AUTOISTS DRIVE IN WINTER

Oslo, Norway, Oct. 10 (U. T. P. S.).—The American automobile exporter will do well to keep in touch with the development of special snow-clearing apparatus for automobiles and progress in general of road clearing and road building, for on these things depends to a great extent the growth of the use of the automobile in Norway.

The growth of auto traffic here from 1913 to the present has been phenomenal, and during the last few years considerable study has been given to overcoming the natural hazards of winter and the incomplete road system.

In so far as road clearing by the use of snow plows goes, it is considered that a satisfactory solution has been found in the form of tractor plows, although an effective device for automobiles has not been discovered. The winter hazard is encountered more markedly in the rural districts, but it is gratifying to note that several of the inland mountain routes have been kept open throughout the year recently, thus encouraging the use of bus lines in that territory during the winter. Norway has some special regulations affecting public conveyances. It also has its own "bus warfare," in the form of competition between taxi owners and the bus operators.

However, in order to protect the bus lines to some extent and to help them meet the obligations which their concessions involve, a supplement to the motor traffic act was passed in 1923, whereby the King in council, through certain regulations, may restrict hired conveyance of passengers and freight with motor-driven vehicles not running on schedule time. These regulations can only be applied on roads where regular businesses are in operation. They have already been enforced in some instances and it looks as if they will be put into effect in a number of places.

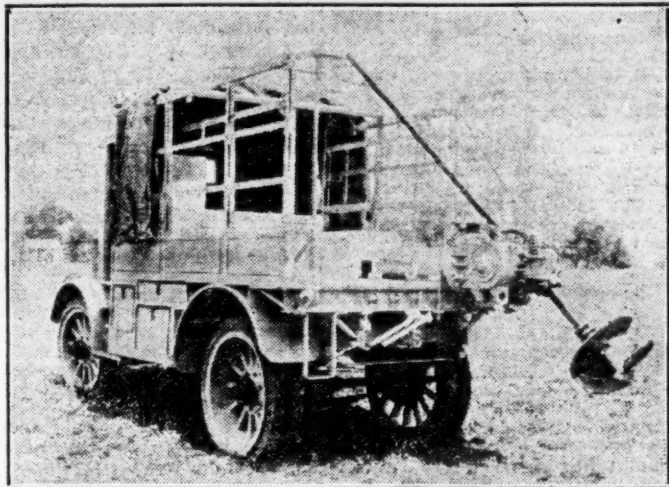
LONGEST BUS LINE WILL COVER 1,110-MILE ROUTE

Waco, Tex., Oct. 10.—Announcement of the establishment of a bus line from El Paso, Tex., to Los Angeles, a distance of 1,110 miles, has been received here. The bus line will be one of the longest in the world, and its course will be through some of the most picturesque country in this section. It will travel through the splendors of the New Mexico mountains and through the gorgeous natural scenery along the Colorado.

BUS STATION BUILT

Norfolk, Neb., Oct. 10.—A union station for bus lines here has been opened. Six lines operating to different cities as far as eighty miles distant are hauling an average of 250 passengers daily to and from Norfolk.

FIRST MODEL OF A NEW UTILITY TRUCK carrying latest equipment for earth boring and the setting or pulling of poles, is here shown. It was designed by FWD engineers in conjunction with engineers of the American Telephone and Telegraph Company especially for public service corporations.



Utility Truck Is Fast Pole Setter

Clintonville, Wis., Oct. 10.—Public service companies are to be offered a rather unique and highly serviceable utility truck with body, winch, derrick and earth-boring machine, according to announcement of the Four-Wheel Drive Auto Company of this city.

This machine is in reality the standard three-ton FWD tractor-truck somewhat modified to meet the requirements of general public utility service. It was designed by FWD engineers in conjunction with engineers of the American Telephone and Telegraph Company, and it is to be sold exclusively through the Western Electric Company.

The body is equipped with steel racks and locks for carrying ladders, wire, pole tools, bolts, nuts, oils, shovels, picks, auger blades, auger shafts, etc.

Spout boring machines are mounted on each truck and are capable of boring and pole setting in any location where hand digging is possible. The entire operation of the machine is controlled by two levers placed at the rear of the truck, and the borer head has a universal movement which permits its use in any situation and in full view of the operator.

From seventy-five to 100 poles a day can be set in one day, with only two men required to handle the truck and the boring operations. The borer can be detached easily, and therefore is classed as a tool instead of a heavy duty machine.

IOWA-MINNESOTA FAIL TO AGREE ON TRUCK PLATES

Des Moines, Ia., Oct. 10.—Unable to establish a reciprocal agreement with Minnesota under which trucks bearing license plates of either Iowa or Minnesota would be allowed courtesies in the other state, Secretary of State Walter C. Ramsey and W. M. Colladay, superintendent of the State Motor Vehicle Department, have returned. Colladay immediately issued orders to officials in the northern tier of counties to halt all Minnesota truck drivers, including farmers' trucks, and require them to secure Iowa licenses. The move was a retaliation of the Minnesota arrest of Iowa trucks in Minnesota highways.

The conference with Michael Holm, Minnesota secretary of state; J. H. Bengston and Assistant Attorney General Markham of Minnesota failed to secure a working agreement, the attorney general's office asserting that the law compelled officers to make the arrests. The reciprocal agreement sought by Iowa with Minnesota is in effect between Iowa and Illinois, Missouri and Nebraska.

Bus Activities

R. R. QUILTS FIGHT

Hartford, Conn., Oct. 10.—The Public Utilities Commission in Connecticut believes in adequate traveling facilities and is turning down no petitions for bus line service, providing the bus owners comply with the state regulations. The granting of bus franchises now is but a matter of form.

STOP SCHEDULE FIXED

Columbia, S. C., Oct. 10.—Bus operators in Columbia, Spartanburg and Greenville, three leading bus terminals in South Carolina, are no longer permitted to take on or discharge passengers except at hotels or bus terminals, according to an order issued by Samuel McGowan, chief highway commissioner of the state highway department. The order was issued to take effect October 15 and will result in a better maintenance of schedules through having fewer stop-overs in the cities.

BUSES CHRISTENED

Waco, Tex., Oct. 10.—Naming of buses after the towns en route is a plan tried by the Fort Worth-Waco bus line in order both to advertise the stops and popularize the line among its patrons. One of the big twenty-passenger buses plying between the two towns is named Miss Waco another Miss Fort Worth, another Miss Hillsboro, and still another Miss Alvarado.

The plan has aroused much comment locally.

MOTORS SUPPLANT MULES

Barranquilla, Colombia, Oct. 10.—Senior Luis Armella, manager of the mule-drawn passenger service tram here, states that, due to losses each month, he will stop operating and that the enterprise will pass to the hands of the Empresas Municipales. He recommends selling the mules and purchasing six motor cars.

PORTLAND TO HAVE BUSES

Portland, Ore., Oct. 10 (U. T. P. S.).—Orders have been placed by the Portland Electric Power Company for fifteen motor buses, costing approximately \$125,000. Nine of these buses will be equipped for twenty-nine passengers and the others for twenty-one passengers. They will operate over Portland streets and the bulk of them will be running by November 15, according to F. I. Fuller, vice-president of the company.

BUS STATUS STUDIED

North Adams, Mass., Oct. 10 (U. T. P. S.).—The North Adams City Council has appointed a special committee to study the bus situation locally. No applications have been issued here in connection with the state law inaugurated by C. Q. Richmond of this city, requiring buses to secure licenses in every city and town in which they operate. Several concerns have applied for such licenses in this city, but no local ordinance has been adopted to cover this condition.

AUTOS WIN OVER WHEAT IN MINN.

Survey Shows Automotive Trades as Leading Industry

MINNEAPOLIS, MINN., Oct. 10.—Manufacture of automobiles and trucks and their wholesale distribution for 1924 in this city amounted to a total value of \$140,000,000, the equivalent of the entire flour and feed output for the same year, according to a survey just completed by the Civic and Commerce Association here. For a city which boasts one of the greatest milling industries in the world the showing made in the automotive field is considered remarkable.

Although Minneapolis is also the gateway to a great dairy and agricultural district, the manufacturing and wholesale output of dairy and creamery products in 1924, including ice cream, was only \$24,000,000. This is less by one-third than the combined automotive parts and supplies and tire business of the year, the report shows.

The manufacturing and wholesale output for agricultural implements in 1924 was \$112,500,000, as compared with the \$140,000,000 for automobiles and trucks alone, while the figure for automotive parts and supplies was \$15,000,000 and for tires \$16,000,000.

A substantial increase in the output of automobiles and trucks in 1924 over 1923 is also noted in the report. The figure for 1923 was \$125,000,000, or \$15,000,000 less than for last year. Business in automotive parts and supplies reached a total of \$7,500,000 as compared with \$15,000,000 for 1924, an increase of 100 per cent. A slight decline, however, was noted in the tire output, which in 1923 was \$20,000,000 and in 1924 just \$4,000,000 less.

No one generally is surprised over the output of agricultural implements, including carriages, wagons, sleds, binder twine, threshing machines and tractors through this industrial center, but many are genuinely surprised to learn that this business has been overtaken and passed in its rapid strides recently by the automotive industry.

Buses Oust Ohio's Oldest Trolley Line

Newark, O., Oct. 10.—With the completion of the seven miles of cement roadbed, now under construction connecting Newark with Granville, the first electric rail line carrying government mail and one of the oldest interurban lines in the country is certain to be abandoned permanently.

Service between this city and the college village was discontinued three years ago, when the demand for rail service was replaced by buses.

Buses operated between the two places on a half-hour schedule, while the electric cars were operated on an hourly schedule. Bus fares were lower.

After the operation of the electric line had been forced out, old time residents attempted to have the service restored, but the rail company convinced the state Public Utilities Commission that it could not compete with the bus lines.

The rails over the old line were laid in 1883, being the first line in Ohio to operate under the Sprague system, which is now the General Electric Company. Service over the line was started to the corporate limits here in December of 1889.

Keep step with the industry through the Automotive Daily News.

Fall Business Among Tire Dealers Is Good

NEW YORK, Oct. 10.—An excellent trend in the fall tire business throughout the country is seen in reports from various cities.

Boston, Oct. 10.—The tire situation in the Hub is extremely bright, according to the reports of local dealers. Last week and all of last month was marked by good business in tires. Thousands of motorists from the vacation land in the three states north of here, the north shore of this state and Cape Cod passed through Boston during September. A large proportion of these cars stopped here and replenished tires.

About 40 per cent. of the sales were balloon tires, a canvass of a half-dozen large dealers revealed. Sales on tubes were about normal for this season. Dealers are rather heavily stocked in anticipation of heavy October business. Following closely on the heels of the Brockton fair will be the dedication of the big Rockingham Motor Speedway at Salem, N. H., 35 miles from here. This will attract hundreds of cars to Boston. The first race on the new speedway will be held on October 17. It is expected 90,000 people will attend this event. Saturdays from now on will find Boston a mecca for motorists attending football games. All this helps local dealers.

Akron, O., Oct. 10.—While the month of September is not ordinarily high in tire sales, it was a record month for dealers, as sales in most cases equalled those of August and in some instances were even greater. Such a volume of sales for September is new, as this month has generally seen a falling off in volume, never equalling those of August. Balloon tires will average about one-third of the total sales, dealers say.

The recent abolishment of spring dating by tire manufacturers is expected to put the dealers on a more substantial financial basis, as it means that buying will be done on a 30-day basis. This will mean more carefully planned purchasing, it is believed, and will give the dealers a chance to improve their merchandising plans, as it affords them a better check on sales.

Buffalo, N. Y., Oct. 10.—While the tire situation here is considered a rather delicate one and most manufacturers refuse to be quoted in the matter, a representative of the Automotive Daily News ascertained definitely that local tire manufacturers will play ball with others in postponing spring datings until after the first of the year.

Prominent officials of certain Buffalo manufacturers say that in their opinion postponement of the usual October 15 spring dating drive will not, as some have predicted, result in lowering prices.

San Francisco, Oct. 10.—Reputable San Francisco tire dealers are suffering from competition by "gyp" tire merchants who are selling certain makes of tires at less than they can be purchased wholesale today. A survey of the tire situation in the city has revealed that price raises in the tire industry during June and July set a wide variance in the prices asked by retail dealers.

Many stores still have stock bought before the increases were made which is being sold at former prices, while other dealers are forced to advance the retail price to make a profit on recently purchased stocks. Stocks of small dealers are lower than carried normally and sales have slumped slightly. On the other hand certain of the larger retailers in San Francisco report business as good as ever despite the higher prices.

Harrisburg, Pa. Oct. 10.—A survey among Harrisburg tire dealers reveals the fact that they seem well pleased with the action of discontinuing spring dating business. For the last two years that practice has not been popu-

OPPOSES CHANGE IN FREIGHT RATE

R. H. Goebel of Rubber Association. Appears Before Illinois I.C.C.

Chicago, Oct. 10.—Retention of the existing class rate structure in official classification territory was urged by R. H. Goebel of New York, traffic manager of the Rubber Association of America, as a witness in the hearing before Examiner Hosmer of the Interstate Commerce Commission in this city.

Mr. Goebel objected to the carriers' proposal for a revision, on the ground that it would not only disrupt competitive rate balances within official classification territory, but would throw them out of alignment with other territories, particularly the South, with which there is a big interchange of business. Raw materials for many of the 30,000 articles produced by the rubber industry come from Southern territory, he pointed out. These, being competitive by nature, are now in proper balance as to freight rates. All of these 30,000 articles take class rates, from the fifth class up, the witness declared.

The rubber association is a trade organization with 300 members, more than half of whom are manufacturers. The witness said the manufacturing element favored revision of existing "maladjustments" within and between the various groups, but that this could be done without breaking up the present class rate structure.

"The carriers desire fourth section relief so that they will be in position to continue existing departures as well as to create new ones," said Mr. Goebel. "The departures under the proposed revision would not differ in kind or quality from those under present rules."

"It is the position of the rubber association that the proposed rates do not show any improvement in the fourth section situation and that as a ground for justifying the proposed revision, the fourth section entirely fails."

"Readjustments of percentages between groups will best eliminate 'maladjustment' in international rates."

Mr. Goebel said the association opposed the application of a strict mileage rate.

If, however, a mileage rate is put into effect he insisted that the level should be the same for trunk line and central freight association territories, with the revision being made principally as to percentages of the fourth, fifth and sixth class rates.

One of the purposes of the investigation was to establish a basis for elimination of violations of the fourth section of the transportation act, which provides that the total charge for a through rate made on the combination of local rates shall not exceed the straight through rate charge.

lar with the dealers here and spring dating orders have not been given.

Columbus, O., Oct. 10.—Taking September as a basis for comparing with the same month in 1924 it has been found that business among tire dealers in Columbus has increased about 10 per cent.

Balloon tires are moving fairly well, according to reports, their sales at present constituting from 10 to 25 per cent. of the total. Stocks are normal for this season of the year in Columbus. This is probably due to heavy buying at lower prices during the earlier part of the year.

SEES TIRE BUSINESS STEADIEST SINCE WAR

Los Angeles, Cal., Oct. 10.—Frank C. Braden, sales manager of the Hamilton Rubber Manufacturing Company of Trenton, N. J., who is a visitor in Los Angeles on his swing around the country visiting the various Victor-Springfield dealers, stated in an interview that business throughout the United States was on the soundest basis since the war.

"The steadying of the tire industry," said Mr. Braden, "really began with the manufacture of balloon tires a couple of years ago, and the business has been getting on a better basis ever since."

NEW PLANT UNDER WAY

Newark, O., Oct. 10.—The Pharis Tire and Rubber Company has started construction here of a new factory building to be two stories high. Upon its completion the output will be 3,500 tires per day and 3,500 inner tubes. It is stated by the management that the building will be completed and ready for occupancy within ten weeks.

MINERS NOT BUYING

Hazleton, Pa., Oct. 10.—The sale of tires in the middle anthracite coal fields, of which this city is the center, has fallen off considerably, due to idleness at the mines. Many of the local accessory dealers have put on special reduction sales, in an endeavor to stimulate business. Increased business is reported by vulcanizing shops. Voght Brothers, local vulcanizers, have been forced to put on a night shift at their shop to keep up with the demand.

BAN ON SOLID TIRES

St. Petersburg, Fla., Oct. 10.—Practically nothing but pneumatic tires are now sold in Florida. This city has prohibited the use of solid-tired trucks of more than a half-ton capacity, and practically all trucks used in the city are pneumatic tired. This has caused a shortage of truck tires just now, new trucks going into service faster than tire supplies can be obtained. One reason for the ruling against solid tires is that few streets or highways are constructed with concrete or rock bases.

PACIFIC NORTHWEST RUBBER PLANT FAILS

Tacoma, Wash., Oct. 10.—Failure of the Sound Rubber Company of Tacoma, the only manufacturer of automobile tires in the Pacific Northwest, to meet the interest on its obligations has sent the company into a forced receivership. Application for the appointment of a receiver was made to the courts yesterday by the Tacoma Savings Bank and Trust Company.

Judge M. L. Clifford granted the petition and named H. R. Greenlee receiver. Following the action of the court the trustees of the company issued a statement in which they agreed that it was no longer possible to carry on operations as a solvent concern.

NEW TIRE COMPANY

New Orleans, La., Oct. 10.—The Almerico Company is entering the tire and accessories business. All makes of tires will be handled. Joseph Almerico, president, said today.

Enroll Now! Join the Thousands of Other Minute Men of the Industry Who Are Starting Each Business Day By Reading the Automotive Daily News

How important is your business to you? If your aim is set for the highest possible business accomplishment, it is essential that you know all about the affairs concerning your industry just as soon as possible—and not from six weeks to two or three months later.

The Automotive Daily News Delivers the News When the News Is New!

The AUTOMOTIVE DAILY NEWS—the industry's first and only daily newspaper—affords its readers immediate news service relative to every line of endeavor in the automotive field. It is a newspaper for those who always are eager to keep in immediate touch with all affairs having a possible bearing upon their own business growth.

Readers of the Automotive Daily News Are Leaders in the Trade—Not Followers

The AUTOMOTIVE DAILY NEWS has no axe to grind and its editorial policies will be unbiased and absolutely honest. It will support and advance the interests of the industry as a whole—working with all agencies for its welfare. Conducted by national authorities in every division of the whole automotive field, it can and does promise you news that is reliable and authoritative.

If You Are Keeping Step With the Leaders, You Will Read It Too!

The timely news service afforded by the AUTOMOTIVE DAILY NEWS covers every subject that progressive business men must know and this is borne out by the fact that the AUTOMOTIVE DAILY NEWS has the fastest growing circulation of any other trade newspaper in any field.

MAIL YOUR COUPON AT ONCE!

You Owe It to Yourself to Become a Reader

Especially when you consider that the AUTOMOTIVE DAILY NEWS costs you no more than your daily newspaper—3 months for \$3.00—6 months for \$6.00—1 year for \$12.00. Subscribe now so you'll not miss a single issue. Fill out and mail the coupon.

AUTOMOTIVE DAILY NEWS,

1926 Broadway, New York, N. Y.

Enter my subscription at once for the Automotive Daily News for the period and on the terms I have indicated below.

[] 1 year at \$12.00.
[] 6 months at \$6.00.
[] 3 months at \$3.00.

I enclose \$....., or I will send \$..... upon receipt of bill.

Name

Street

City State

Connection with industry

Space for N. Y. National Show Announced

WILLYS SEES BIG MARKET ABROAD

Says America Will Be Called On to Supply 2,000,000 Cars

(Continued from Page 1)

of approval followed and the export session began.

John N. Willys, just back from Europe, where he made an exhaustive study of conditions affecting American exports to European countries, predicted that within the next few years America would be called upon to supply Europe with 2,000,000 motor vehicles a year.

Charles W. Nash followed with an extremely pertinent discussion of the status of the foreign dealer handling American cars. He stressed the need for improved methods of financing the foreign dealer, enabling him to get American vehicles at a much lower financing cost than is possible at present.

The admirable work that is being accomplished by the Federal Reserve Board in helping American manufacturers develop the export market, was pointed out by Alfred H. Swayne of General Motors. This board is doing yeoman service in giving American exporters banking advice with regard to banking problems that arise in relation to the foreign field.

Roy D. Chapin stressed the point that trade today must be regarded as an international function, rather than a selfishly national undertaking. He issued on behalf of the directors an invitation to foreign manufacturers to visit our plants and learn what lessons they may.

M. C. Reichert of Studebaker discussed problems of shipping and declared that in many instances it is better to ship without boxing.

M. L. Pulcher of Federal Truck favored boxes so built that they will be useful to the dealer receiving the shipment. H. H. Hills of Packard pointed out that the use of boxes involves an excess freight charge of 33 per cent.

Percy Owen told of the progress that is being made in establishing amicable commercial relations in foreign countries. Henry Chalmers of the Department of Commerce emphasized the fact that friendly trade agreements are becoming more and more the ordinary condition. C. J. C. Quinn of the International Chamber of Commerce outlined the need for more complete trade arrangements in foreign countries.

E. C. Morse of Chrysler urged the personal attention of the chief executives of the various companies to foreign trade problems. J. H. Dreihelb called attention to the fact that all dealers abroad, no matter what product they may handle, can work together for conditions that will be favorable to the development of motor transportation.

For some years to come the export field is going to be one of growing importance for the American manufacturers.



J. N. Willys



Alfred H. Swayne

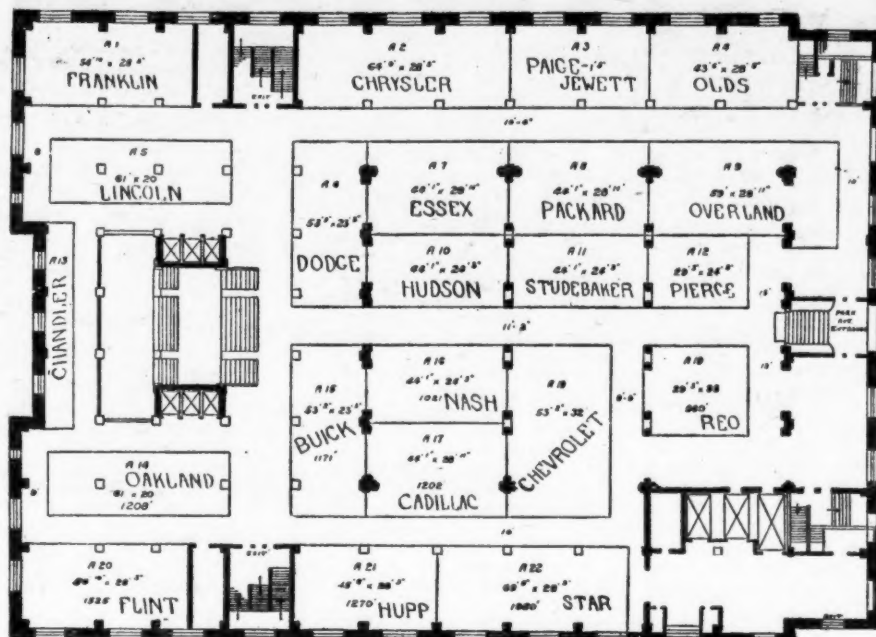


M. L. Pulcher

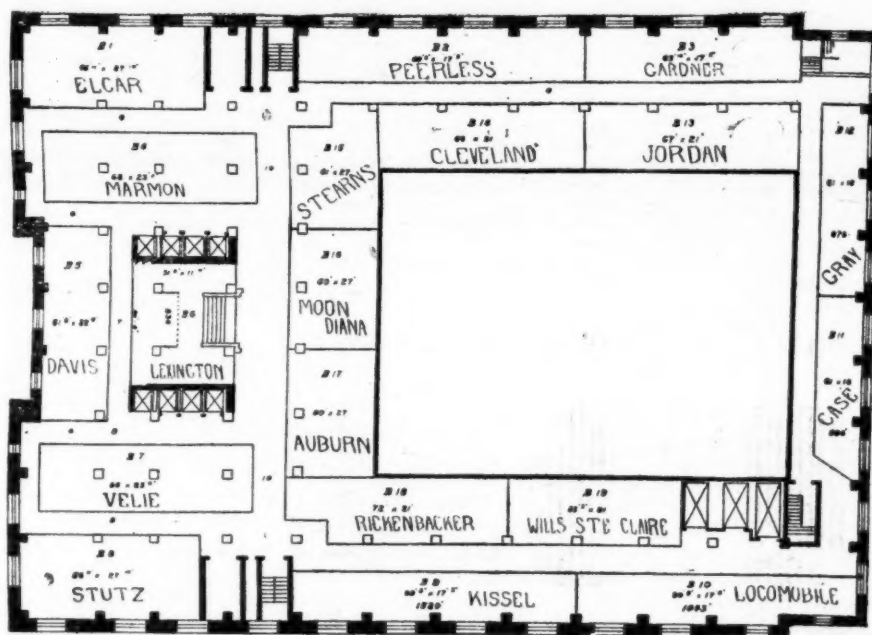


E. C. Morse

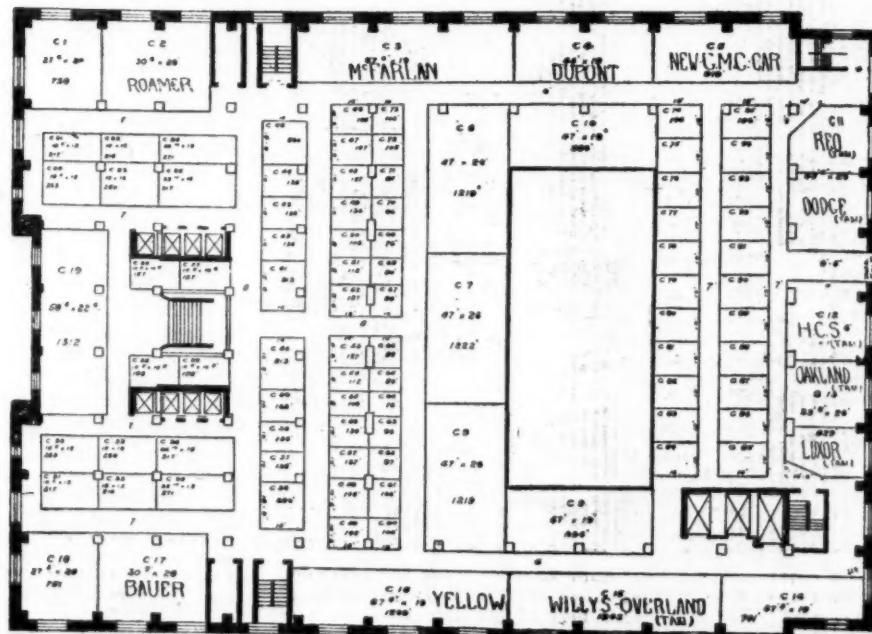
DIAGRAMS OF THE three floors of Grand Central Palace, New York city, showing the locations of the various motor car exhibits for the twenty-sixth annual National Automobile Show to be held under the auspices of the National Automobile Chamber of Commerce, January 9 to 16, 1926.



Sectional Arrangement of Main Floor



Sectional Arrangement of Second Floor



Sectional Arrangement of Third Floor

MANY PROMINENT MEN AT MEETING

Notable Names of Industry Appear Among "Those Present"

"Among Those Present" At the N.A.C.C. Meeting

Col. Clifton presided at the meeting and drawing with his usual tact and urbanity.



John N. Willys, back from European journeyings, looked rugged and was full of enthusiasm.

Alfred Reeves as usual was everywhere and accomplished the almost impossible task of seeing that nobody went hungry, in spite of the crowd and confusion incident to such an informal gathering as luncheon hour always produces.

George Graham was in excellent voice and made an impressive plea for the repeal of the excise tax.

Charles W. Nash was looking almost bronzed. Fishing in those Wisconsin lakes, we suspect.

The staff photographer of the Automotive Daily News held an informal reception on the roof and we thank collectively those gentlemen who were kind enough to look the camera in the eye for us.



C. W. Nash

Roy Chapin is another recent European traveler whose trip seems to have done him good. He is looking brown and hearty.

We noticed Charles Larson, dean of automobile dealers, at the luncheon. With him was Sid Bowman, another dealer with a claim on the title of dean.

It was certainly good to see Sam Miles back on the job again, after his long illness. He came in from a rest at Christmas Cove looking better than we had dared to hope.



Chris Sinsabaugh

Chris Sinsabaugh was up from Washington and Julian Chase managed to get over from Philadelphia, so no traditions of annual drawing day were broken.

Percy Owen made his first public appearance as head of the Dodge export organization.

"Two things I hate," said Charles Hastings, president of Hupp, "facing the camera and sitting in the dentist's chair." Whereupon the Automotive Daily News photographer gave up the chase.

Capt. Rickenbacker dropped in for the drawing, after talking at the morning session. The captain spends a lot of time these days welcoming visiting aviators. Whenever a famous ace from abroad pays America a visit, he considers it only proper that Capt. Rickenbacker should meet him as official welcomer.



G. F. Bauer

Harry Bragg, secretary of the New York Automotive Merchants' Association, showed up with his usual genial smile. He reports some phenomenal golf scores, but refused more definite information.

Distributors Find Profit in Co-operation

Association Consists of Firms Selling Same Make

For an example of efficient and helpful co-operation, read this article. A group of Pierce-Arrow distributors have formed an association to promote their mutual interests. One of the distinctly serviceable functions of the body is the pooling of parts stocks so that one firm is not burdened by the necessity of carrying a large quantity of slow-moving parts for old cars. See if there aren't helpful ideas for you in this development.

ASSOCIATIONS of dealers in one city or locality have been proving the value of co-operation for years, but an association of distributors of the same car is something of a rarity. One such body, the Pierce-Arrow Efficiency Associates, is proving that co-operation is just as valuable among firms handling the same product as among competing organizations.

The Efficiency Associates consist of a number of Pierce-Arrow distributors who have banded together for mutual benefit. It is not in any way a company proposition, the association having its own officers and its individual program. A. W. Spence of the Harrolds Motor Car Co., New York City Pierce-Arrow distributor, is president, and D. R. Ellis of the Ellis Motor Car Co., Newark, N. J., Pierce-Arrow distributor, is secretary.

One object of the organization is the economical exchange of parts. The Pierce-Arrow car having been on the market so many years, distributors are often called on for obsolete parts of various kinds. For instance, it is not unusual for a customer to ask for a replacement part for models ten, twelve, fifteen or more years old.

To carry a complete line of these more or less obsolete parts would be too great a tax on any distributor and a money-losing proposition for him. All dealers, however, carry some stocks of old parts. Forms are provided members so that if one distributor has a call for a part he does not have in stock he can immediately requisition it from some of his fellow members. Canvassing the membership usually results in the obsolete part being promptly forwarded to the inquiring member.

Each two months during the year, the Pierce-Arrow Efficiency Associates hold a two or three days' conference at the Pierce-Arrow plant in Buffalo. Selling activities, general and specific business conditions, reactions of the public to the product, suggestions for changes or improvements in the product, advertising and selling methods, and other phases of the business are considered.

An important object of this organization is the exchange of information as to business conditions in various sections of the country covered by distributors and predictions for the future.

TIRE DEALER ADVERTISES SUNDAY SERVICE

The following unusual advertisement attracted considerable attention when inserted among the church notices in the daily papers by S. A. Corgiat, Mason and United States tire dealer, Oakland, Cal.:

Sunday Morning Service

Don't swear because you can't get to church in time on account of tire trouble. We maintain a Sunday morning service for your convenience.

P. S.—We go to church Sunday evenings.

ADVERTISES FOR PROSPECTS

A Memphis, Tenn., salesman has been using the personal classified advertising column of one of the daily newspapers there to state that he will pay \$10 for each prospect furnished him who buys a car.

HOLD MANAGER RESPONSIBLE

By CLYDE JENNINGS

TOO few dealers pass the actual management of the service station over to the service managers. One Western dealer who was active in the establishment of the "5 Per Cent. idea" is not one of this kind.

This dealer has for several years been holding his service manager responsible for profits from the shop, and the man has made them. All mail pertaining to new equipment is sent to this man and all service literature.

When the service manager wants a new machine tool the dealer will ask a few questions, and usually will wind up with: "Are you willing that I should order this, and if it does not make good, take it out of your bonus?"

This dealer goes through the shop each day to speak to the men, keep in touch with things generally, but he never interferes with detailed management.

Contrast this with the attitude of so many others. Recently the manager of a large retail branch learned that one of the men had spoiled a set of bearings by making a mistake in use of the burning-in machine, and he forbade its use again, and never permitted the subject to be re-opened until he had a new service manager, and then it developed that he really did not know what the machine was.

PRIZES TO SALESMEN

Wentworth & Irwin, Inc., Nash and Ajax distributors, Portland, Ore., are offering a \$50 prize for the first salesman reaching delivery of five cars within a month, and \$100 for the first reaching ten new car deliveries. A salesman won the \$100 prize for September with a margin of one or two cars to spare.

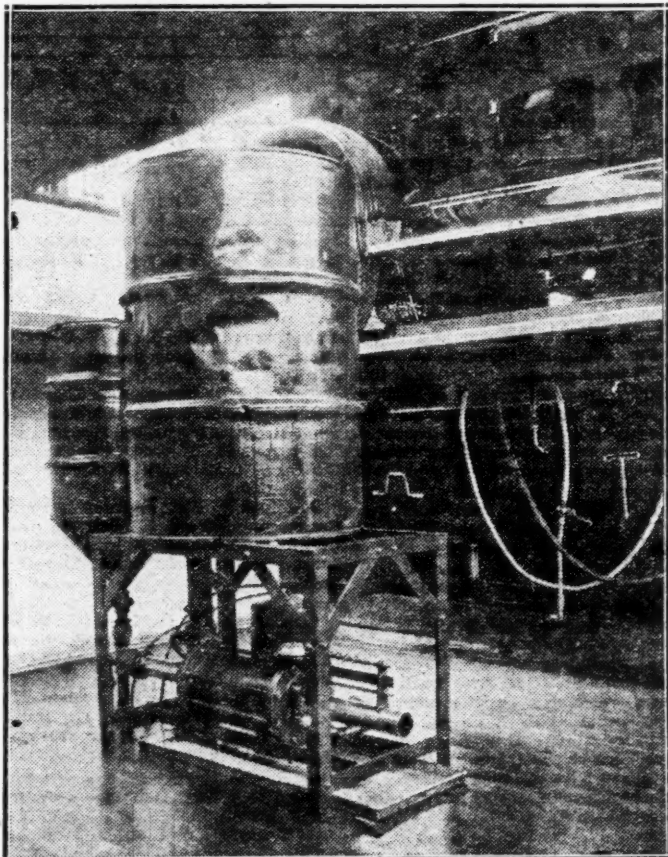
SALES CONTEST DRAWS PUBLIC INTEREST

Not only is competition between salesmen being stimulated, but car owners are assisting as a result of the "race track" established by Sales Manager E. T. Weight of the McDaniel Motor Company, Nash dealer, Glendale, Cal. On this track are cars, each bearing the name of a salesman. With every new sale that salesman's miniature racing car is advanced on the track.

Nash owners have become interested and are sending friends to their favorite salesman. Sales Manager Weight claims the method now used is producing more pleasantly keen rivalry than any he has used in a long time.

Tell your story to as many people as possible.

A Modern Car Greasing Installation



GREASING equipment of the Auto Greasing Station, Portland Ore., owned by Bert M. Smith and Ed Falla, consists of four Duplex machines. One is pictured here in the bottom of the pit with a car on the rack behind. With it a car can be completely greased in twenty minutes. An air motor operates the machine and the feeding is controlled by two small foot levers. A special attachment registers and rings a bell for every pound consumed.

Equipped for All Kinds of Service



HERE is the complete service department. It is called the Automobile Market, and is operated in Canton, O., by Ralph Hay. Experts in every phase of automotive work are ready to render any service that the car owner may need.

Puts Cold Weather Appeal Into Car Selling

ADAPTING sales talk to the season of the year is one way of maintaining volume and combating the tendency of business to fall off with the approach of cold weather. With the use of cars all year round increasing, and the growth in popularity of closed types, dealers have an unusual opportunity this year to do a record winter business.

There are several little points that will help swing wavering prospects. One prominent dealer tells of his methods of making a winter appeal in this way:

"The arrival of the first nip of frost is my cue to inaugurate a winter selling campaign," says V. S. Richardson, president of the Apperson Motor Car Company of Newark, N. J. "In all my newspaper advertising and other publicity matter used during the winter months, I make a special attempt to stress warmth and comfort, and make a direct appeal to the women folk. My experience has led me to the conclusion that women are the influencing factors in most sales. To men, naturally enough, the mechanical features of a car appeal the most, but it is the women who really possess the better eye to beauty, warmth and comfort.

"Another thing I have discovered to my benefit is that it is the little things often neg-

Dealers and salesmen who talk in the language of the season and appeal to what is in the prospect's mind at the moment, make many sales that would otherwise be lost. In this article a Newark, N. J., dealer tells how he talks and the things he does in winter to influence buyers from a cold weather standpoint. It makes timely reading.

lected, that count the most from a sales viewpoint. For instance, I never allow a salesman to take a closed car out during the winter months for a demonstration unless first seeing to it that all the windows operate properly; that the heater is giving out sufficient heat to thoroughly warm the interior, thus giving one an immediate feeling of warmth and comfort as soon as one enters the car, and also that the skid chains, if being used, are so attached that they do not clank against the fenders.

"I also see to it that the interior is fitted with flower vases, securely fastened, and filled with flowers, either fresh or artificial, possessing a soft color which radiates warmth and gives an appearance of hominess.

A warm, comfortable car is, to my way of reasoning, one of the biggest sales assets a dealer can have during the reign of winter."

Features One Used Car Each Day

A new used car idea has been instituted at the Davies-Overland Company, Willys-Overland and Jordan dealer, San Diego, Cal. It is a plan of selecting one car a day to be the feature car of the used car department.

According to Edgar G. Davies, the selection of the feature car for the day is made with regard to representing the greatest mechanical value at the lowest price. Used car buyers are reported particularly favorable toward this selective plan.

Salesmen take an interest in the plan because it gives them a goal toward which to work, for each endeavor to sell the feature car of the day.

The psychology of the plan of featuring one car daily was pointed out by Mr. Davies inasmuch as it tends to cause buy-

ers to really examine the car that is featured, and often become interested in a car that might otherwise have been passed by as they looked over the stock.

DETOUR SIGN PUT TO PROFITABLE USE

The old familiar detour sign was recently made use of by a dealer in automobile accessories in a very novel way. This Middle Western dealer fastened two detour signs back to back on a wooden stand such as is used to post the signs along the road where needed.

This sign and stand was then placed in front of the store so that the arrows pointed to it, and the windows were arranged with a choice selection of accessories. The familiar detour sign proved to be an attention getter.

Keeping informed of the latest in merchandising is the best insurance.

Personal Paragraphs

Minneapolis, Oct. 10.—J. W. Holiday, branch manager of the Minneapolis Flint Company, 1201 Hennepin Ave., has announced appointment of S. N. Dahle as sales manager. Dahle has been active in automobile sales and distribution work in the Northwest since 1910.

Kansas City, Oct. 10.—Charles F. Fields, president and manager of the Motor Industries Corporation, 2110 Grand Ave., has been re-elected president of the National Wheel and Rim Association. He formerly was sales manager of the Haynes Wheel Company.

Montclair, N. J., Oct. 10.—John Evenson, local Nash dealer, recently returned from a pleasure trip to his home land, Sweden.

Duluth, Minn., Oct. 10.—A. M. Knudsen, formerly an automobile salesman here, recently returned from the Far West, where he was engaged in automobile distribution, and has joined the sales staff of the Zenith Motor Company. He will sell Hudson and Essex cars.

Portland, Ore., Oct. 10 (U. T. P. S.).—Emerson Poag, E. N. Steger and C. A. Boom, representatives from the sales department of the Buick Motor Company, have been guests of C. A. McGee, manager of the Howard Automobile Company of this city.

Glendale, Cal., Oct. 10.—Jesse E. Smith, Glendale Ford dealer, has returned from a six weeks' trip to Chicago, Detroit and New York. Most of the time was spent at the Ford plants.

Evansville, Ind., Oct. 10.—Willis M. Copeland, manager of the Evansville Flint Company, Flint car dealer, returned early in the week from a two weeks' vacation at Panama City, Fla.

St. Paul, Minn., Oct. 10.—Vellie Motors announces appointment of B. F. Hamey as its new Twin Cities representative.

Dealer Doings

Wallingford, Conn., Oct. 10 (U. T. P. S.).—The Wallingford Auto Company has just taken over the Chevrolet franchise and will maintain a display room in the Backes block, on Center Street.

Adams, Mass., Oct. 10 (U. T. P. S.).—A. J. Chapperton of this town, proprietor of the Hoosac Auto Company, has taken the franchise for the Oakland car in Northern Berkshire county.

San Antonio, Tex., Oct. 10.—The Charles George Motor Company, the oldest Ford dealership in this city, has been sold to a new firm formed by Ed H. Herpel, president, and Frank Gillespie, vice-president. The George company was formed by Clifton George in May, 1910, and has grown steadily. Charles George, his son, intends to go to Nashville, Tenn., to assume control of a larger dealership. The new owners are well known here. Mr. Herpel was formerly a partner in another Ford dealership here and has a dealership at Boerne, Tex. Mr. Gillespie has been sales manager for the George company for many years.

St. Paul, Oct. 10.—Autumn was welcomed to St. Paul's "automobile row" this week by the McDonald Chevrolet Company, 118 West 7th St., with a decoration of its showrooms with pumpkins, corn shocks and oak leaves.

Norfolk, Va., Oct. 10.—The Seay Motor Company, Colonial at 24th Street, was recently appointed Rickenbacker dealer for the Norfolk territory.

Bloomfield, N. J., Oct. 10.—Solly & O'Neill Motors has been formed to handle the Flint in this territory, under the supervision of the Newark (N. J.) Flint Company.

Chicago, Oct. 10.—L. E. Murphy and C. B. Chapman tied for first place in the annual golf tournament of the Hudson Motor Company of Illinois. Thirty members of the organization competed. J. R. Histed, president, offered the chief trophy. Among the other winners were C. R. Hinton, W. W. Avery, J. K. Henderson, Robert Crandall and L. C. Morgan.

Concord, N. H., Oct. 10.—Everett S. Mahoney, Concord dealer for Oakland and Moon cars, has been nominated for alderman in the Concord city government.

San Francisco, Oct. 10 (U. T. P. S.).—William Dandy, one of the best known automobile salesmen in San Francisco, has taken a new position with the Rickenbacker Sales Company.

Chicago, Oct. 10.—Arthur H. Du Bay, for many years identified with the sale of Ford cars in Chicago, has joined the sales staff of the Kenwood Auto Sales, authorized Ford dealers.

Salem, Ore., Oct. 10.—F. M. Hoeke, service supervisor from the Rickenbacker factory, was a guest of F. W. Pettyjohn, local dealer, at the Oregon State Fair.

Portland, Ore., Oct. 10.—Claude McGee, manager of the Howard Automobile Company, is back from a fishing trip to eastern Oregon. Le Roy Fields, another sports enthusiast among Oregon automobile men, rides horseback and plays golf when he can afford to spend any time away from the Fields Motor Car Company, Chevrolet distributor. Lawrence Therkelsen, who sells Rickenbackers, and Herbert Berg, head of the Packard Distributing Company in Portland, who were both in the aviation service during the war, find opportunity to get back into the air occasionally.

Improvements

Duluth, Minn., Oct. 10.—The Chandler-Cleveland Agency, Inc., has moved to its new and larger quarters at 1009 East Superior St., where the showroom is to be remodeled to allow the showing of at least five cars. G. L. McLeod is now manager and will supervise sales in Duluth, and Arthur Brende, former manager, will handle the outlying territory. Servicing of the Cleveland and Chandler cars will be conducted in the same building by the General Automotive Service Company under the management of Peter Doll.

Long Beach, Cal., Oct. 10.—A. R. Miller, Hupmobile dealer, has moved into his new salesroom at 427 American Ave. It provides a large display space and has a service department in the rear.

New Castle, Pa., Oct. 10.—The McCoy Motor Car Company, Chevrolet representative, recently opened its new salesroom and garage at 217-219 North Mill St. The building is three stories high.

Green Bay, Wis., Oct. 10.—The H. Beemster Auto Electric Company has outgrown its present quarters and is building a new shop in a two-story brick building.

San Diego, Cal., Oct. 10.—Harmon Brothers, La Jolla, Hudson and Essex dealers, have opened a new and improved used car department at 1049 1st St. They will remain in La Jolla with the new car business, while J. E. Eaton will have complete charge of the downtown department.

Carthage, Tex., Oct. 10.—T. J. Wooten is enlarging his Ford dealership building here by erecting a one-story brick addition which will extend it through the entire block.

"Our Foreign Field"

AUSTRALIA BUYS AUTOS FROM U. S.

By JOHN D. LONG

(Continued from Last Issue)

"As motor vehicles are not produced in Australia," continued the commissioner, "those in use with us are all imported, and more than 90 per cent. of these imports are from the United States and Canada. The last complete figures that I have are for the year ended June 30, 1924. Aside from considerable imports of parts and assemblies during that year, a total of approximately 70,000 chassis were brought into our country. Of these some 1,500 came from France, 1,500 from Italy, 2,600 from the United Kingdom, 22,900 from Canada and 41,300 from the United States."

It should be stated here that the cars imported into Australia from Canada are practically all made in Canadian branches of American motor companies. In Australia, Canada has a tariff preferential of 7½ per cent., and the United Kingdom has the same. The duty paid on chassis imported from countries outside the British Union is 12½ per cent. Car bodies are almost all made locally, because the high specific duty on such is practically prohibitive. This duty ranges from \$200 to \$350 per body. Consequently, imports are almost entirely of chassis.

"Highway construction," Sir James said further, "has been very rapid in recent years. Many of the states, notably New South Wales and Victoria, have made large grants to enable municipalities to carry forward extensive road building plans."

"Complete figures are only available for two states, the two just mentioned, New South Wales and Victoria. New South Wales, which you will identify by remembering that its capital is Sydney, a city which with its suburbs numbers fully a million souls, has now a road mileage in excess of 100,000. About one-fourth of this mileage is of modern surfaced highway. Only about one-third of the highway system of New South Wales is unimproved and with the natural earth surface. In Victoria, the capital of which is Melbourne, a city but little smaller than Sydney, there are more than 80,000 miles of roads in use, a large proportion of them surfaced and highly improved."

When asked whether the states received Federal assistance in their road building programs, as the states of this country do for the construction of interstate highways, the commissioner answered:—

"You must remember the youth of the Australian Commonwealth, which is of recent formation. The Federal District, which is similar to your District of Columbia, has been delimited still more recently, and our new Federal Parliament buildings are only now approaching completion in this Federal District of Canberra. The Commonwealth of Australia embraces an area almost exactly equal to that of the United States of America, with the exclusion of Alaska, and naturally any comprehensive plan for Federal highway aid is still in the future. However, with the need of such highways to bind together our states scattered over such vast areas, we shall, in the near future, undoubtedly have our transcontinental highways, such as you have here in the United States, and we shall have motors crossing by the thousands from coast to coast, even as you have."

Australia is our best customer abroad for motor vehicles and motor parts as well. Last year Australia imported from the ports of the United States 42,522 passenger cars and trucks, valued at \$30,501,122, and from Canada imports totaled 16,103 of the same, valued at \$5,254,256.

Classified Advertising

A SMALL "want-ad" in these classified columns will help you get what you want at least expense and bother to yourself, and in the shortest possible time.

You can now, for the first time in the history of the industry, send your classified advertisement overnight to thousands of automotive trade prospects—with no waste circulation.

Don't wait weeks for results—take the "short-cut" to the men you want to reach. Follow the path of least expense and least worry.

Put your message in words and let AUTOMOTIVE DAILY NEWS be your biggest salesman.

CLASSIFIED RATES

5c a word (per daily insertion)
If 6 consecutive insertions are used, the 6th insertion is free.
If 12 consecutive insertions are used, the 11th and 12th insertions are free. Minimum classified advertisement accepted, 12 words; if display type is used, 18 words. Maximum, as much as you like. Correct amount must accompany order or advertisement will not be inserted. Send cash, check, or money order to Automotive Daily News, 1926 Broadway, New York, N. Y.

BUSINESS OPPORTUNITIES

INCREASED loyalty, renewed ambition and greater pride in service from your men will result if they can qualify and receive the recognition as a certified service man; full information gladly furnished. Address Certified Service Men's Association, 224 East Market St., Greensboro, N. C.

HERE'S an idea for some live service station—Why not hook up with a "wide awake" partner with capital, and run a chain of dealer and service stations? A classified ad will help you find the right kind of partner.

ESTABLISHED manufacturer wants article to make and sell strictly to jobbers of automotive supplies. Phone Longacre 8526, or write Box No. 43, Automotive Daily News.

AUTOMOBILE sales concern, established over 20 years in Chicago, will sell all or part of the business; small amount of cash needed for responsible party; very well known franchise now handled and a very good lease; \$15,000 to \$25,000 will handle; a wonderful opportunity. Address Box 44, Automotive Daily News.

THE ADVERTISEMENT below contains 60 words, and at 5c a word will cost you \$3.00.

6 consecutive insertions, the sixth insertion free, will cost \$12.50.
12 insertions, the 11th and 12th insertions being free, will cost \$25.

EXPERIENCED automotive electrician wants form active agent partnership with live car dealer, tire dealer or garageman; will go anywhere; have all capital needed; what I want is to meet the right man; if you are turning electrical business away, here's a chance to "cash in" on it. Address Box No. —, Automotive Daily News.

EQUIPMENT

RADIATOR COVERS will soon be needed by every car owner. Write us for our money making proposition. Address Box No. 19, Automotive Daily News.

MATERIALS

YOUR CLASSIFIED advertisement here will reach daily the industry's largest purchasers of raw materials—cotton, crude rubber, chemicals, glass, hair, all kinds of metals, upholstery, and factory equipment and supplies.

PATENTS

PATENTS secured; trademarks registered. Benjamin Roman, patent lawyer, 154 Nassau St., New York.

PATENTS and trademark matters. Geo. A. Senior, 53 Park place, New York city.

PARTS

WE HAVE an exclusive jobbers proposition for the only complete standard line of water circulating pumps. A style to fit every purse. Every boiling Ford a prospect. Jobbers write for catalog and proposition. Address Box No. 8, Automotive Daily News.

SITUATION WANTED—MALE

THE AUTOMOTIVE DAILY NEWS reaches the important executives every day. It is the best medium for you to use when you desire to make a change or find a new connection without loss of time to yourself.

INCORPORATIONS

Lansing, Mich., Oct. 10.—New incorporations in Michigan include:—

Schoolcraft Auto Company, Manistique, \$50,000; to deal in autos, machinery and tools, also construction; by J. V. Coffey, Z. W. Bays and Annie Gervin.

Vulkan Manufacturing Company, Detroit; \$100,000; axles, castings, machinery; by Frederick C. Gilbert, Warner R. Thompson and Israel Cohen.

George H. Rowley, Inc., Lansing, \$50,000; to deal in autos, trailers, etc., and real estate; George H. Rowley and Harold Krauss, of Lansing, and Mahlon House of Kalamazoo.

American Automotive Export Company, Detroit, \$10,000; to deal in autos and accessories; Herbert Trix, Ralph Trix, and Dorothy Trix.

Columbus, O., Oct. 10 (U. T. P. S.).—A new Ohio incorporation is that of the Exchange Rent-A-Car Company, Akron, \$50,000; rent automobiles for hire; George N. Loretta G., and Ralph E. Smith and Lottie and Hyman Abramson.

Madison, Wis., Oct. 10.—New incorporations in Wisconsin include:

Wisconsin Motor Sales, Madison, \$25,000; Arthur J. Bueznli, Bertrand H. Doyen and J. E. Walters. Sunbeam Motor Company, Milwaukee; \$50,000; J. L. Heltman, Oswin Danz, Walter P. Nelson and Fred W. Lange.

Hilway Service Corporation, Milwaukee; \$25,000; truck dealers;

Edward A. Drott, Royden E. Webster and Hattie E. Drott.

Bauer Cab Company, Milwaukee; \$25,000; Charles Rappaport, Fred Kreis, William Thellen and Leonard Noonan.

R. A. Guttman Auto Company, Manitowac; \$25,000; garage; R. A. Guttman, Dr. P. Guttman and Albert Guttman.

R. C. Zastrow, Inc., Racine; \$25,000; to take over agency to be announced; Robert C. Zastrow, Lawrence Carlan, John J. Pfeiffer, Albert A. Jensen and Robert J. Cuthbertson.

Salem, Ore., Oct. 10 (U. T. P. S.).—Among the new incorporations in Oregon are:—

Smith Auto Parts Company, Portland, \$30,000; F. S. Smith, M. Goodman and Helen E. Casey.

Oregon Motor Register Company, Portland, \$5,000; C. A. Dolan, C. M. Gregory and Al H. Blade.

Cheyenne, Wyo., Oct. 10.—Wyoming incorporation papers have been granted to the Lovell Motor Company, Lovell, \$25,000; J. M. Snyder, W. B. Snyder and F. P. Richardson.

Boston, Mass., Oct. 8.—Among the new Massachusetts incorporations are:—

El-Be Corporation, care Herbert C. Wells, 31 Shaffner St., Worcester, \$25,000; automobile accessories, etc.

Medford Motors, Inc., Medford; \$15,000; automobiles.